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Front cover photograph

His Excellency Sayed Ferik Ibrahim Abbood, President of the Republic of the Sudan, arrived in London on May 26 to begin a 10-day State visit. He is seen with H.M. The Queen driving away from Victoria Station.

Keystone photo.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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TRADE WITH THE ARAB WORLD—(2)

How to do business in the Sudan

BY M. A. HOLDING, BRITISH EMBASSY, KHARTOUM

On the occasion of his present State Visit to Britain, President Abbood has emphasized that Sudanese economic dealings with other countries have not lessened their commercial relations with the United Kingdom which, on the contrary, have been steadily growing. The following article describes the progress which has been made in recent years and future prospects for British firms.

THE SUDAN, which has an area of about one million square miles, is the largest country in Africa although, with only about thirteen million inhabitants, it is sparsely populated. The country is in the form of a large basin with high land to the east, south and west, and sloping down gently towards the north. Khartoum, the capital, is at the confluence of the two Niles, and most of the Sudan's principal towns are near the river. North of Khartoum the country is desert, with a rainfall ranging from zero in the extreme north to less than eight inches in the vicinity of Khartoum. The amount of rainfall and the length of the rainy season increase in general as one moves south and in Equatoria it reaches about 30 inches a year.

The economy of the country depends on agricultural and pastoral activities. Cotton, oil seeds, foodstuffs and gum arabic are the main cash crops. In the north and centre the land has to be irrigated, while in the west and south reliance is mainly on rainfall. The people are predominantly Arab and Moslem in the north, in the south negroid and pagan. There are hundreds of tribes and over one hundred different languages, but Arabic is the lingua-franca of the country.

The Sudan became an independent republic in 1956 and in November 1958, with the acquiescence of the Prime Minister, the powers of Government were taken over by the Supreme Council for the Armed Forces whose President is the present Prime Minister and Minister of Defence. In the first half of 1963 elections took place for local councils, to be the basis of the Provincial councils from which representatives have been elected to form a Central Council. There are also nominated members. The Central Council met for the first time in March 1964.

Foreign trade

Sudan's imports in 1962 totalled £89·3 million and exports (excluding re-exports) £74 million. For the first eight months of 1963 figures were £59·6 million and £50·2 million. Full details for 1963 are not yet available. Of 1962 imports food products and tobacco amounted to £12·4 million, textiles to £14·1 million, machinery, apparatus and vehicles £26·6 million, base metals and manufactures £9·7 million, clothing and made-up textiles £5 million, wood and cork £1·5 million, non-metallic minerals £2·4 million, rubber and manufactures £1·2 million and pulp, paper, etc. £1 million. The United Kingdom's share of the total market in 1962, according to the Sudan Government statistics, was £25¼ million or 28·6 per cent. The closest competitors were India 8·4 per cent, UAR 6·2 per cent and Japan 5·9 per cent. Italy, West Germany and the United States supplied 5·6 per cent each of the Sudan's imports.

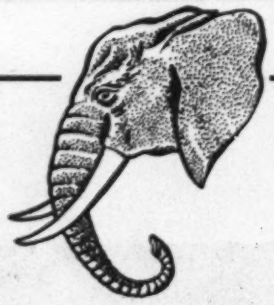
Ten-year Development Plan 1961/2-1970/71

The dominant factor in the economy of the Sudan is the Ten-Year Plan. The object is to increase the total national income by 65 per cent and *per capita* income by 25 per cent over the whole period to enable at least part of the country to reach the 'take-off' stage or the stage of 'self-sustained growth'. The gross domestic product is planned to increase from £257·2 million (1960) to £584·4 million (1970). In this same period the population should have increased from 11·9 to 15·8 million and the *per capita* gross domestic product from £30 to £37 million. The means of achieving this expansion is primarily by the investment of £565 million, of which £337 million will be in the public sector and £228 million in the private sector. The public investment will consist of £220 million in public savings and £117 million in net capital from abroad. In fact, £171 million of foreign capital will be needed to cover amortization of the foreign debt outstanding in 1960 and servicing of the new loans to be contracted during the plan period. Of the total of £171 million about £89 million is already in sight from the IBRD, IDA,

President Abbood was guest of honour at a luncheon given by the London Chamber of Commerce at the Tallow Chandlers' Hall on May 27. The President (left) is seen here entering the Hall after being receivea by the Earl of Verulam, president of the London Chamber of Commerce (right).

VISITS TO BRITISH FACTORIES

During his State Visit, the President of the Republic of Sudan, accompanied by H. E. Major-General El Magboul El Amin El Hag, Minister of Commerce, Industry and Supply and H. E. Sayed Mamoun Beheiry, Minister of Finance and Economics, visited several British factories. Among them were the BMC (Scotland) Ltd., factory at Bathgate, West Lothian, on May 28; the Eastfield factory of F. Perkins Ltd., Peterborough, and the Chesterford Park Research Station of Fisons Ltd., at Saffron Walden, both on June 1.



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Aerial view of Khartoum showing the Palace and the new Ministry of Commerce building in the background.

UN Special Fund and from European and Middle Eastern countries. It is hoped that the £228 million required for investment in the private sector will be contributed to the extent of £196 million from savings in the Sudan and £32 million from foreign investment.

The Programme

The technical means for development must come from abroad and there should be a good opportunity for the sale of capital goods. In this article the main reference is to the public sector as the development of the private sector has not been clearly defined and will depend on opportunities that occur in the course of the programme and the assessments of private individuals. Some apparently viable projects have already been investigated by the Government and allocated to the private sector for development.

Detailed plans of the main investments to be effected in the public sector over the ten years have been published in 'The Ten-Year Plan for Economic and Social Development 1961/62-1970/1', copies of which are available either at the Board of Trade or the Sudan Embassy in London. Much of the purchasing of government requirements is done through the Sudan Government Purchasing Office in London which is situated at the Embassy. Below are picked out some examples of the expenditure which is planned. For further details, readers should refer to the above publication.

Agriculture : equipment for mechanical crop production (£970,000), mechanical cotton picking (£70,000), tree clearance (£3,400,000), equipment for seed heating and treatment at ginneries (£160,000), new equipment and saw mills (£500,000), rural water development (£100,000), mechanical transport (£600,000).

Ministry of Animal Resources : establishment of three veterinary hospitals and three mobile clinics (£90,000), mobile laboratories and main laboratory (£200,000).

Other typical examples are in the Meteorology Department of the Government, where £429,000 is to be spent on equipment and buildings; in the Ministry of Local Government where £200,000 is planned for eventual expenditure on buses for the Three Towns; and £9½ million on airport development and civil aviation. Sudan Railways alone intend to spend about £35 million on expansion. Other main spending departments are the Ministry of Irrigation and Hydro-Electric Power (£68 million, of which £40 million is already committed), Ministry of Education (£34 million, of which £10 million is already committed), Ministry of Commerce, Industry and Supply (£23 million, of which £14 million is already committed) and CEWA (£11 million of which £5 million is committed). The construction of a series of trunk roads is planned to start when funds are available. The main priorities will be roads connecting Khartoum with Port Sudan, Ed Dabba, Kosti, Atbara and Malakal.

Forecasts of foreign trade

The project trends in imports during the plan period (after deductions for 'import substitution') start at £86·1 million in

(*Continued on page* 1210)

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1963/64 and hover near this figure for the next three years. Then in 1967/68 the figure is £89·3 million rising to £100·2 million in 1970/71. Over the period it is calculated that there will be £31 million of 'import substitutions', i.e. the production locally of goods which were hitherto imported. This process should not substantially affect British exports to the Sudan, which consist mainly of capital goods and, in fact, the industrial processes should increase opportunities for sales of capital equipment. The largest items in the total £31 million of import substitutions are textiles £8·3 million, sugar £5·1 million, insecticides £3·5 million, wheat £1·75 million, fertilizers £1·35 million and footwear £1 million. The other items are all less than £1 million each – rice, coffee, tea, cigarettes, pharmaceutical, paints, cement, glass and glassware, matches, etc.

Opportunities for investment

Some of the above commodities are already being produced in a quality which is not entirely satisfactory and joint ventures of United Kingdom and Sudanese industries could improve the product profitably to both sides. Owing to the lack of local skills, the high costs of employing expatriates, when needed, and the low volume of output because of the limited market, there are difficulties in local industry competing with imports in spite of transport costs and import duties. The Ministry of Commerce, Industry and Supply is itself spending about £23 million in investment in sugar factories, a tannery, a cardboard factory, food processing plant and in financing various small private industries with medium and long term credit through the Industrial Bank, which has a capital of £2½ million. Many other opportunities, as yet undiscovered, may exist. There has been no comprehensive mineral survey of the Sudan as yet. Oil exploration has not yet shown any promising results. But there are known deposits of copper and iron ores. There are vast resources of papyrus which could become the basis of a paper industry if world conditions permit, and a fertilizer industry could probably be profitably started. When the hydro-electric plant at the Roseires Dam is completed there will be about 150 megawatts of electricity available, most of it for industrial use.

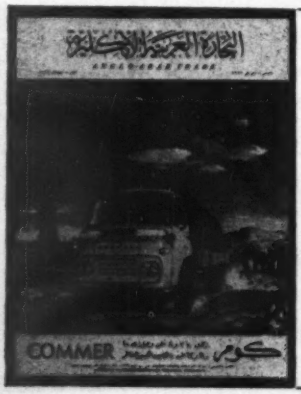
The economic outlook

At present, after several years of rapid expansion, the Sudan is at a stage at which a certain amount of slowing down and consolidation may be called for. In a recent speech the Minister of Finance referred to a need for 'restrained expansion', with the maximum of care and efficiency in the expenditure of Government funds. The 1964 cotton crop will be below average, but the position of the Sudan, given caution on the part of the Government, is fundamentally sound, and the investment programme already completed should start to show results soon in increases in cash crops and in local industrial production.

How to do business here

British exporters have, first of all, a great advantage over their European competitors, in that English is the second-language of the Sudan because of the long commercial and economic ties between Britain and the Sudan. It is taught in the schools and University, all senior Government officials speak it fluently, and most big merchants. Furthermore, there are several large British firms trading

A view of the weaving hall of Sudan American Textile Industries in Khartoum. The majority of the machinery in this mill was supplied by Platt Bros. (Oldham) Ltd., British Northrop Ltd., and Sir James Farmer Norton & Co. Ltd. The electrical installations were carried out by English Electric and the building was erected by Marples Ridgway (Sudan) Ltd., a subsidiary of Marples Ridgway & Partners Ltd.



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Khartoum from the South. The light industries area is on the left.

in the Sudan who have been established for many years, and who represent many United Kingdom manufacturers. While there is very little industry in the Sudan at present, and so minimum competition from local manufacturers, the market is however wide open to imported goods and price competition is stern.

Opportunities can be divided into two clear-cut sectors – the public sector, which concerns the Government-controlled expansion. Each Ministry has a programme of expenditure, and purchases are usually made by calls for tenders, in the local Press. The Commercial Department of the British Embassy sends to the Board of Trade all available details. On other occasions, tenders are invited in the international Press, or through the Sudan Government Purchasing office in London This is an important link in the chain of trade between the United Kingdom and the Sudan.

The private sector is naturally not centralized, except as regards contacts which can be made with 'Approved Enterprises', through the Ministry of Commerce, Industry and Supply, and with other industrial undertakings, at present about 25 in number which are being financially assisted by the Industrial Bank. Other opportunities have to be sought out, either by visits from the United Kingdom (the Commercial Department of the Embassy will help in making contacts) or by appointing a local agent.

Good agents, as in any other country, are difficult to find. Well established firms are usually full up with agencies, the newer firms are sometimes untried, or interested only in obviously profitable lines. The Embassy will help in finding agents, but usually it is more satisfactory if a representative of the United Kingdom firm will come out to see for himself the 'short-list' and make his own assessment of their capacity.

There are no special difficulties which British firms have to face, any more than other foreign firms – in fact, they enjoy a decided advantage. Communications in the Sudan are difficult, and plenty of time should be allowed for shipment, clearance through customs and transport up-country.

There are seven banks operating in the Sudan, including Barclays and the Ottoman Bank, and exporters can rest assured that transactions will be handled by them with efficiency and despatch.

As far as concerns lines which are not worth pursuing, it must always be borne in mind that for certain goods the Sudanese market is in many respects smaller than that in a medium sized British town. One cannot expect to do much trade in fashions, European cosmetics, heavy woollens, electric light bulbs, in fact anything which social and climatic conditions oppose. But there are good prospects for basic necessities, agricultural machinery, engineering supplies, transport and communications equipment, medicines, apparatus, in fact all that a developing country requires.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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RESEARCH AND INDUSTRY (6) CONCLUDED

The application of science in industry

BY DR. T. EMMERSON, G.K.N. GROUP RESEARCH LABORATORY

This is the sixth and final of a series of articles dealing with research and industry. The writers covered the Government's contribution as well as outlining the research undertaken by representative trade associations and individual companies.

LORD TODD defined the problem and indicated a key to its solution in his opening paragraph. He said that 'our economic future rests on our ability to develop new products and new processes in our industries' and added that 'chance invention has been replaced by the direct application of the scientific method to the solution of industrial problems' (*Board of Trade Journal* of March 20, 1964, page 615).

No one is so close to the point of application as the industrial research worker situated in industry, and his constant worry, if he is wise, is to be close enough. The pressures on him are utterly different, and much greater, than on his opposite numbers outside manufacturing industry. He has, he must have, a different point of view and attitude from them. It is with him, his attitudes and his environment in private manufacturing industry (which must be profit-making to survive) that this article is concerned.

Perspective

At the point of application a number of factors which those outside do not, and in some cases cannot consider, become of over-riding importance. The technological possibility has to be examined constantly, consciously and critically against the requirements of marketing, production, sales and finance with a view to investment in those projects which have a reasonable chance of success. Nor is this something which only the research managers should do: it must extend down the chain to those at the bench if opportunities are not to be lost or the waste of time and money avoided.

A salutary result of these arrangements is to put technology into perspective as a facet of industry alongside others no less important. This point is very well illustrated in Carter and Williams' (1) admirable studies, particularly in their chapter 16 on the technically progressive firm. They identified (page 178) 'Twenty-four characteristics which are not only (by definition) present in progressive firms, but also prove to be generally absent in unprogressive firms. These we may fairly call "characteristics related to progressiveness".'

Of these 24 progressive characteristics only about six mention technology or have a technological implication. A much greater number refer to purely management aspects. Sir Harry Melville in his article in this series repeatedly refers to NEDC and other reports on the importance of good management (*Board of Trade Journal* of April 3, 1964, page 715).

It is also relevant to note that 'five characteristics . . . proved to have no regular or definite connection with our assessments of technical progressiveness.' These uncorrelated items include membership of an industry with a strongly scientific or technological background – adequacy of buildings – shop floor resistance to innovation – adequacy of finance and the statement that 'whereas the evidence suggests that scientists are often found among the directors of progressive firms, the grounds for concluding that the leading personality in a firm (e.g. the managing director) is likely to be a scientist are inadequate.'

The purpose of these remarks is not to denigrate the position of technology in industry, but rather to establish its true position and function, as a vital branch of the industrial family tree.

Orientation and attitudes

How the 'industrial problem,' which Lord Todd referred to, arises, and how it is dealt with, is a matter of paramount importance. Frequently it relates to the improvement (by better performance or reduced cost) of an existing product or process. This is a continuing activity in all industry and particularly necessary in the traditional industries.

In this case the first step is a close study of the existing circumstances in order to provide a proper specification of the problem, in terms which enable a technical solution to be sought. At this stage it is frequently not clear whether a solution is to be found in straightforward application, or whether it will require that tailoring of existing knowledge to suit the circumstances we call development, or that acquisition of entirely new knowledge we call research.

There are two factors which frequently inhibit this essential exploratory process. The first is the existence of that inadequate 'model' which reads:

Research ——> Development ——> Application

In the industrial setting this should more accurately be stated:

(if possible) (if necessary) (if unavoidable)

Problem ——> Application ——> Development ——> Research

The second inhibiting factor is the prevailing over-emphasis on 'Research'. Graduates (science graduates in particular) are encouraged to believe that research in the laboratory is a necessary prelude to the solution of almost every industrial problem. This frequently leads to research which is either unnecessary or wrong. The work initially required is usually fact finding on the shop floor (or elsewhere in the organization). The present methods of education could usefully encourage students to have a greater interest in inquiring into the facts of life, and less in seeking the facts of nature.

The impossibility of deciding in advance what kind of information will be required, is reflected in the overall technical organization. In the more sophistically developed organizations the functions of application and development will exist reasonably close to the shop floor. From there will come some of the research problems which the (physically separate) research laboratory will tackle – problems by now defined as research problems because those engaged in application and development have run out of relevant knowledge.

In the smaller or less well developed organizations all the functions (application, development, research) may be grouped in one establishment inaccurately described as a research laboratory.

But whatever form the technological organization takes, it will exhibit, if successful, certain overall characteristics. It will be concerned first and foremost with discovering the needs of the business and formulating them in technical terms. If information is available it will be used, if not it will be sought. Obviously if needs can be foreseen and anticipated so much the better.

Experimental work on the carbon dioxide shielded arc welding process

Secondly, the technological organization will not be parochial in its attitudes to sources of information and help. It will have information services which provide information not paper, and it will have adequate contacts with research and technical organizations of all kinds, within its field, at home and abroad. It will be prepared to use information and help from any source and will know that a licence agreement can frequently be financially and commercially more sensible and cheaper than repeating research and development work or trying to circumvent a patent.

There are two factors of particular importance affecting the relationship between the industrially-based technologist and the outside organization.

The first is reasonable industrial secrecy. A great deal of industrial secrecy is not reasonable and Carter and Williams have noted that generally, 'the most backward and parochial firms are secretive on technical matters'. Nevertheless at certain stages of development, secrecy may be essential in contrast to the much more open attitude possible (and highly desirable) in research. These distinctions and the reasons which make them necessary, are well set out in an article by Speiser (2).

The second is the unlikelihood of achieving co-operative development between competitive firms, unless the economic circumstances are such as to compel co-operation. Where the work is (truly) research, co-operation is usually feasible as well as desirable. The nearer one approaches commercial operations, the more do competitive factors intrude. These may be over-ridden if the development costs are of such magnitude that no single firm can contemplate the financial expenditure on its own. Examples of this kind are to be found in the steel industry where the capital expenditure involved may be very large. Lower down the financial scale, some of the smaller Research Associations can achieve co-operative development because it vitally influences the chances of survival of the firms concerned.

The increasing availability of 'sponsored research' arrangements in Research Associations (arrangements which the DSIR now officially encourages) and the increasing use of sponsored research organizations, such as Dr. Finniston described, are evidence in support of the two points just made (*Board of Trade Journal* of May 1, 1964, page 939).

The foregoing paragraphs have been mainly related to 'evolutionary' improvements in products and processes. These have always played a large part in industry, particularly in the traditional industries, whether in this country or abroad. They will continue to do so.

These activities are neither mundane nor uninteresting; least of all are they economically unimportant when one considers what a high proportion of manufacturing output depends on them. The situation is not helped by those who seek to find and publicize 'technological breakthroughs'. The economic situation is likely to be affected to a much greater extent by steady progress on a broad front. This is particularly true in the engineering industries.

Longer range planning

But the phrase 'industrial problems' was surely intended to imply more than a systematic evolution out of the present. The desire to foresee and plan for the future is one of industry's perennial problems. What part can science play?

There are those who advocate considerable extensions in technical facilities generally, seemingly expecting that thereby some industrial good is bound to result. This would appear to be a profligate and wasteful use of limited resources. Basically it relies too much on the inadequate 'model' to which exception has already been taken.

Some of the more advanced industrial firms are already exploring techniques which are in danger of being overlooked or underapplied. The first requirement is to define the nature of the business not 'so strictly as to foreclose potentially valuable research or so broadly as to be meaningless platitudes' (3). The definition must be in terms which are capable of technical interpretation.

It was this systematic study of technological factors, in businesses which had properly defined their spheres of interest, which led to the products of polymerization in the chemical industry and transistors in the electronics industry.

By combining technological forecasts with economic and sociological studies the degree of judgment (or guesswork?) required for long-range research planning stands some chance of being materially reduced. The need for economists and technologists to work more closely together is urgent and overdue.

Pattern of expenditure

The pattern of industrial research expenditure, its relation to gross domestic product and the nature and extent of H.M. Government's financial contribution deserve some further attention.

The statement that 'nearly 60 per cent of all research and development is carried out by private industry which itself provides about a third of the funds' is capable of being misinterpreted unless it is realized that private industry provides one third of all the research and development expenditure and not just one third of its own. It is perhaps fairer to state that against the £367 million spent in private industry (in 1961-62), £213 million (or 58 per cent) was provided by industry itself, without the intervention of the Chancellor of the Exchequer.

Nor is this the complete story. These are average figures over the whole of industry. Referring to Government expenditure on work carried out in private industry, the relevant White Paper (4) continues 'a very large proportion of this expenditure occurred in three industries, aircraft, electronics and electrical engineering, with the aircraft industry alone accounting for the greater part of the total'. The total research and development expenditure of the three industries mentioned amounts to £227 million (or 62 per cent of the £367 million total).

If it is assumed that the phrase 'a very large proportion' may conservatively be interpreted as '75 per cent' reference to official published statistics for the output of manufacturing industry, and Sir Harry Melville's statement on exports* provides factual evidence for the following statement.

The aircraft, electronics and electrical engineering industries from their own resources spend approximately as much (£94 million) as the whole of the rest of private manufacturing industry put together. They contribute about 12 per cent of the total product of manufacturing industry and less than one third of our

*'NEDC and many other authorities have drawn attention to the special dependence of United Kingdom export trade on the industries based on science and engineering and the importance of being able to expand the technological content of this trade. None of the growth targets for prosperity can be achieved unless the export target is reached. Exports of chemicals, engineering products, scientific instruments and vehicles, goods with a high technological content amounted in 1961 to nearly two-thirds of the value of our exports. Probably the proportion will continue to rise. Scientific knowledge is not enough – it is important to apply science to the design and creation of products and to increasing the efficiency of industrial processes.' – *Board of Trade Journal*, April 3, 1964, page 715.

exports. They receive 'a very large proportion' (£133 million on the 75 per cent assumption) of H.M. Government's contribution for research and development in private manufacturing industry.

The purpose of this statement is not to imply that certain forms of research and development are expensive for the results they achieve. The interest lies in considering the converse case which is:

Private manufacturing industry (with the exceptions of aircraft, electronics and electrical engineering industries) from their own resources spend £96 million. This sector provides nearly 90 per cent of manufacturing output and over two thirds of our exports. They receive £44 million of the Government contribution.

The industrial research director, accustomed to regard research and development expenditure as an investment to be critically examined, may perhaps be forgiven for wondering whether the balance between the two cases is economically sensible.

A particular case

Guest, Keen and Nettlefolds Ltd. is a large group of companies in the steel and engineering sector of private industry, with a turnover of £275·5 million in 1963, and direct and indirect exports amounting to £60 million. There are approximately 65,000 employees in the United Kingdom and 26,000 overseas.

The products are used by a wide variety of customers with an emphasis on the vehicle, general engineering, building and construction, consumer durable and nationalized industries. These products are mainly in steel produced in the steelworks, closely integrated with the group, and providing about 7 per cent of the national output.

The technologies involved are those required for steelmaking, rolling, building and civil engineering, welding and a wide variety of metal forming. The techniques used are those which manipulation and handling, inspection, testing and control require.

The solution of material quality and control problems are assisted by the flow of material from steelworks to re-rollers to product manufacturing companies all within the same group.

Every effort is made to achieve the maximum amount of control as near the production operations as possible. Accordingly, each substantial manufacturing unit has its own laboratory, test and inspection facilities for product and process control. The larger units have design and development facilities, and some in addition provide O. and M., operational research and market or product survey units.

There are centralized advisory services for accountancy, O. and M., engineering and economics. These exist to supplement and support local services and the one with which the writer is particularly concerned is the Group Research Laboratory.

This is really a technological centre in which some research is carried out. It is situated near Wolverhampton, on a self-contained site of nearly 20 acres, roughly at the 'centre of gravity' of the group firms in the United Kingdom. There is a total staff of 240 of whom 131 have the professional qualifications their work requires (this would include, library, photographic or accountancy qualifications for example), including 60 graduates. The laboratory (which sprang from a technical nucleus of another kind) has been in existence for eleven years on the present site. It is organized in five divisions, each under a manager.

In view of the wide variation of size and of technical facilities existing within group firms at the time, it was recognized some time ago that the approach must be the one outlined in the revised 'model' of section three. This still operates and is likely to remain.

As a consequence nearly 25 per cent of the total available technical effort is spent on short-term work. This work is of great importance because, apart from the goodwill created by the practical help afforded, it has frequently provided the clues leading to much more substantial programmes.

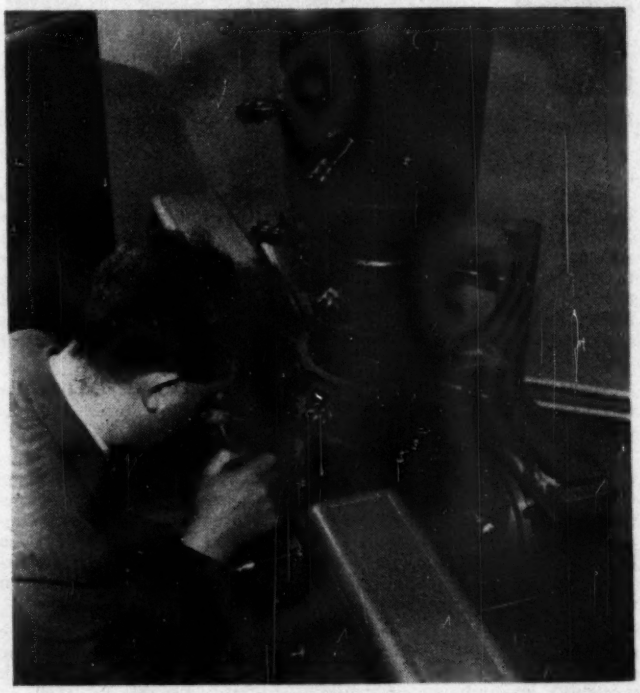
The closest possible contact between all levels of laboratory staff and works staff is encouraged, as a result of which the main programme is based on suggestions from a very wide range of individuals. This approach is encouraged by central financing and the absence of any charge for services (except in certain specified cases which cover a very small fraction of expenditure).

Much of the work of the laboratory is concerned with the improvement of group production processes, or with the solution of relatively clear-cut problems arising in group companies. We are closely concerned with many aspects of steelmaking and steel processing. Metallurgical studies have involved for example relatively long-term work on the causes of micro-segregation in low alloy steel, and we have an extensive co-operative programme with several group works on the solution of problems of decarburization and oxidation.

We are playing a major role in the drive towards higher and more consistent steel quality, and physicists, electrical and mechanical engineers, are developing and applying new methods for the continuous on-line inspection of products from the bloom stage through to rod and wire. The methods include high energy radiography, ultrasonics, and magnetic field methods of detection.

Chemical analysis plays a vital role in steelmaking, and we have been thoroughly involved for some years in the development and application of high-speed analytical techniques. The trend being always towards the more continuous analysis of raw materials and product. Wire drawing, rod rolling and nailmaking processes are all subjects for extensive mechanical engineering investigation, with the ultimate objective of reducing costs, and increasing efficiency and quality.

We serve the engineering companies of the group in the development of cold forming techniques, and are making a comprehensive study of tool steels and their application to our needs. Group activities in the manufacture of electrical welding equipment, and in the use of welding as a production process are supported by both short and long-term work in the laboratory.



The scanning electron probe micro-analyzer, used in advanced metallurgical work for the identification and analysis of constituents in the micro-structure of metals and alloys.

Longer term metallurgical work includes a study of the influence of residual elements on steel properties, using for example vacuum induction melting apparatus; the evaluation of new methods of combined thermal and mechanical treatment, and investigations into the effects of absorbed hydrogen in steels.

Our work on products includes a long-term study of the design and production factors affecting the fatigue performance of bolts, the development of a new range of titanium alloy aircraft fasteners, and a study of the properties and performance of high strength structural bolts. This latter work has led to the development of an entirely new type of load indicating bolt, and involved us in production development, and the technical aspects of sales promotion alongside the group company undertaking the manufacture and marketing. An early interest in spark machining as a tool-

making method has led us into the development and design of a range of machines which is manufactured within the group.

We provide a technical, and to a limited extent, a commercial information service for the group, publishing a fortnightly technical abstract bulletin, and a twice weekly commercial news sheet.

We believe that our work is never finished until we see the application of results in the operation of a new or improved process, or in the sale of a new product.

Spark machining

The outcome of our research and development work on spark machining illustrates the way in which a new technique, developed primarily for use within the company, can eventually lead to a useful addition to the product range.

The potential value of the process for the manufacture of tools and dies in our fastener manufacturing companies was recognized at an early stage in its development, but the performance of available machines fell below our requirements. We therefore set out to develop a machine specifically for our own use, and some two years later, built, and placed in several group companies, a total of twenty machines. The machine proved to be far enough ahead of competitors in its class to justify entering the market, and production started in a group company which was primarily engaged in the manufacture and repair of machine tools for group use.

We had by now obtained valuable experience in the application of spark machining to a wide variety of toolmaking, and our research and development work on electrical circuits and mechanical design continued, both in support of the manufacturing activity, and to further application in the group. In the last six years we have developed and marketed three different machines, all for the manufacture of smaller tools and dies, and are now extending into the development of larger machines with appreciably higher cutting rates.

We have thus succeeded in establishing a new product range which commands a very substantial share of the market in this country, as well as giving our companies the full advantage of a most effective toolmaking process.

Machine development has been accompanied by a great deal of work on the design and manufacture of electrodes – a key factor in the economic use of the process, and we act as advisors to the group, and through our manufacturing company, to our customers.

So far the process has been applied almost entirely to making tools and dies, though its ability to cut hard metals has led to some applications in the repair and reclamation of components. Cutting rates have now increased to the stage where spark machining can be considered as a production process which will offer quite different abilities to conventional machine tools. Developments in this field may well occupy us in the future.

Load indicating bolt

As very substantial manufacturers of nuts and bolts, the Group has been closely connected with the development of high strength 'friction grip' bolts for steel structures. The 'friction grip' type of bolted joint obtains its strength from the friction developed between its members, as a result of the clamping force of the bolts. It is therefore essential that each bolt be tightened sufficiently to develop a minimum clamping force on the joint. To be suitable for application on the typical civil engineering project, methods of measurement must obviously be direct and simple.

The torque applied to a nut during tightening is some measure of the tension produced in the bolt, and hence the clamping force exerted, and torque indicating spanners can be used as a control. We were therefore asked to carry out a series of tests to establish the relationship between torque and tension under a variety of conditions. Involvement in this work led us to appreciate the real need for a bolt that carried its own direct indication that the minimum design tension has been reached. We designed a bolt with a special form of head, part of which begins to deform when the minimum tension has been achieved. This feature in no way reduces the effectiveness of the bolt, and the fact that deformation has started can easily be detected even under the most unfavourable site conditions.

Prototypes were made, designs modified, and extensive laboratory tests carried out, and within six months of conception experimental batches were made in the works, and field trials started with the co-operation of consulting engineers. The bolt is now fully accepted, and well established in the market. It is being used for example on steel frame buildings, cranes and bridges, including the Newport Road Bridge which has recently been completed.

Our work did not finish when we had proved the prototype: we were intimately concerned with the establishment of production methods, and in co-operation with the manufacturing company continue to advise consulting engineers and contractors on new applications. Work is also continuing on the adaptation of the load indicating feature in other fields.

In conclusion

It is the writer's conviction that industrially based research directors contribute much too small a proportion of the publicly spoken and written word on industrial research. As a consequence many of the factors which influence the real rate of scientific application are submerged beneath an overwhelming weight of purely technical enthusiasm.

The organization of industrial research is capable of considerable improvement (without loss of humanity and retaining the freedom which true research requires). Research directors have much to learn from the best practices of good management and have yet to evolve and apply techniques of long range planning.

For the present each of us must continue to rely on his serendipity (5) to a greater extent than he might wish to admit to his business colleagues.

References

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(2) A. F. Speiser. Secrecy in Industrial Research. *New Scientist*, November 14, 1963.
(3) J. B. Quinn. Long-Range Planning of Industrial Research. Harvard Business Review, July/August 1961.
(4) Annual Report of the Advisory Council on Scientific Policy, 1961-62, Cmnd. 1920, HMSO.
(5) 'The faculty of making happy and unexpected discoveries by accident.' O.E.D.

Swiss automation mission to visit the UK

A MISSION comprising 12 Swiss industrialists and consultants with a special interest in industrial automation will visit Britain from June 14 to 20 at the invitation of the Electronics Division of the British Electrical and Allied Manufacturers' Association, in co-operation with the Export Council for Europe and the Central Electricity Generating Board. The Mission will visit factories and installations where automated equipment is either under manufacture or in operation.

The Mission on arrival will divide into four groups to enable the members to visit those factories and installations of direct interest to them. These groups will cover the electricity supply industry; steel and non-ferrous metal industries; the machine tool industry; paper, pulp, chemicals, petro-chemicals and automation in the continuous process industries.

Berne Union meeting

THE UNION D'ASSUREURS DES CREDIT INTERNATIONAUX (Berne Union) held its 21st annual general meeting in Oslo from May 19 to 24, 1964, under the chairmanship of its President, Mr. G. D. Cohen Tervaert, the General Manager of the Nederlandsche Credietverzekering, Maatschappij, Amsterdam. Twenty-two member companies from eighteen countries were represented at the meeting which was also attended by observers from the International Bank for Reconstruction and Development and the Interamerican Development Bank.

The Pakistan Insurance Corporation, which operates the Pakistani export credits insurance scheme, and the Export Guarantee Board of Finland were elected to full membership of the Union. The discussion of technical matters relating to members' activities and the review of the general economic outlook of various importing countries prompted, as usual, a lively interest on the part of delegates.

In the past the Union has frequently stressed the necessity for international consultation at Governmental level in order to achieve a more effective limitation of credit competition among exporters. Members of the Union were very pleased to note that such consultation now takes place not only in the Coordination Group of the EEC, but also in the Group on Export Credits and Credit Guarantees of the OECD. The Union has welcomed the establishment of a system of collaboration between the OECD and the Union, especially in connection with the notification of credits of more than five years.

The great value of the bilateral exchange of information on specific transactions between members of the Union is generally acknowledged. The hope was expressed that this exchange of information would be further extended, with the collaboration of the Government authorities, in order to make it fully effective. Mr. Cohen Tervaert was re-elected as President, and Mr. Rowntree of the Export-Import Bank was elected as Vice-President of the Union for the coming year. The 22nd annual general meeting of the Union will take place in Brussels in early June 1965.

Mr. Edward Heath to visit Scotland

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, was expected to visit Edinburgh, Glasgow, Central Fife, Falkirk/Grangemouth and Lanarkshire, on June 4, 5 and 6. On June 4, Mr. Heath was due to meet leaders of the Church of Scotland in Edinburgh, and to dine informally with the directors of the Edinburgh Chamber of Commerce and Manufactures, to be followed on June 5 by a tour of the new Board of Trade Industrial Estate at Donibristle where he is expected to call at the plant of Trane Ltd., the first firm to go into operation there. He is then due to visit Cowdenbeath, Lochgelly and Kelty areas. After lunching with the Falkirk/Grangemouth growth area authorities, Mr. Heath is due to visit Honeywell Controls Ltd., at Newhouse, Lanarkshire.

Later on June 5, in company with Mr. Michael Noble, Secretary of State for Scotland, Mr. Heath is due to meet in Glasgow representatives of Stornoway Town Council and the County Council authorities concerned with Lewis and Harris. That evening he is to be the guest at an informal dinner given by the Scottish Council (Development and Industry).

On June 6, Mr. Heath is expected to visit other parts of Lanarkshire.

Visit of Algerian Minister of National Economy

THE MINISTER of National Economy of the Republic of Algeria, Monsieur Bachir Boumaza, has just paid an official visit to the United Kingdom as the guest of H.M. Government. He was accompanied by a number of officials and advisers.

During his visit the Minister called on the Secretary of State for Industry, Trade and Regional Development, Mr. Edward Heath. M. Boumaza and Mr. Heath discussed present and future economic developments in Algeria and trade matters of interest to Algeria and Britain. The Ministers expressed satisfaction with the growth of economic and commercial relations between the two countries. They were confident that relations would become increasingly close and friendly. M. Boumaza also called on the Minister without Portfolio, Lord Carrington, at the Foreign Office.

The Minister and his party were entertained by, and had talks with, the Council for Middle East Trade, the Middle East Association, and the Council of British Manufacturers of Petroleum Equipment and the British Chemical Plant Manufacturers' Association as well as a number of British firms interested in trade with the developing Algerian economy.

Finally, M. Boumaza and his colleagues were guests of honour at an official dinner party at Lancaster House at which Mr. Edward du Cann, Minister of State, Board of Trade, was host; Mr. du Cann was able to renew the contracts he made with M. Boumaza and his colleagues during his visit to North Africa last Easter.

The visit of M. Boumaza and his officials afforded opportunities for useful exchanges of views on economic matters of interest to Algeria and Britain. In the course of the many discussions which were held, it was recognized by both the Algerian Delegation and the British authorities that future contracts between the two countries' experts, which were agreed on in principle, would contribute substantially to the expansion of mutual trade.

Visit of Malaysian Defence Official

ENCHE BHUPINDER SINGH, Principal Assistant Secretary (Finance) to the Malaysian Ministry of Defence has accepted an invitation to be a guest of H.M. Government from June 8-July 5. Arrangements are being made for Enche Singh to visit sections of British industry and to meet businessmen during his visit.

Industrial expansions in Anglesey

THE BOARD OF TRADE announce that approval has been given for the building of an extension of some 42,000 sq. ft. to the factory at Holyhead leased to the Midland Electric Manufacturing Co. Ltd. The company occupied the Holyhead factory (originally built as a Board of Trade Advance Factory of 25,000 sq. ft.) over three years ago and at present provide employment for some 130 people making electric switches and fuses.

The extension is necessary because the demand for the company's products is likely to be greater than can be produced in the factory at Birmingham and in the existing space at Holyhead. It is confidently expected that when the extension is completed, and new equipment installed, the number of employees at Holyhead will be more than doubled.

The decision to expand at Holyhead can be regarded as a reflection of the success which has been achieved by the company's first venture away from the Midlands into Wales, and its confidence in the people who can be employed there.

The Industrial Estates Management Corporation for Wales, as agents to the Board of Trade, will be responsible for building the extension.

It has also been announced that Barons Court Products, of Putney, a London firm who have been engaged in the manufacture of lamp shades, table standards, wall brackets, etc., since 1925, are to move to Llanerchymedd in Anglesey in July next. They will occupy premises owned by the Twrcelyn R.D.C. and initial employment will be 18 people but this number will increase later.

Mr. J. W. Tengwall, director of the firm, said today that he appreciated the assistance given by the Board of Trade Office for Wales in finding suitable premises and he was also grateful to the Twrcelyn R.D.C., the Ministry of Labour and the other concerns for the assistance so readily given. He was looking forward to setting up a manufacturing unit in Anglesey. He was sure the firm would quickly settle down and find suitable labour for their needs. He felt that the firm were making a wise move particularly in regard to their labour problems. In London they employ over 30 out-workers but in Anglesey they hope to concentrate all their production in one building.

South Wales industrial 'Progress report' for May

THE FIFTH annual general meeting of the Development Corporation for Wales was held in Cardiff recently, and the May issue of the Corporation's 'Progress report' contains extracts from the speech made by Sir Miles Thomas, the chairman, moving the adoption of the annual report. There are also extracts from the speech made by Sir Harry Pilkington, chairman of Pilkington Brothers Ltd., at the luncheon which followed the meeting.

Copies of 'Progress report', May 16, 1964, are available on inquiry from the Development Corporation for Wales, 15 Park Place, Cardiff.

Change of address of Northern Regional Board for Industry

IT HAS BEEN ANNOUNCED by the Board of Trade, Regional Development Division that the Northern Regional Office and Regional Board for Industry will move from Clarendon House, Clayton Street West, Newcastle Upon Tyne, 1, to Wellbar House, Gallowgate, Newcastle Upon Tyne, 1 (Tel. Newcastle 27575) during the period June 18/20.

Report of year's work in Lancs and Merseyside

THE PAST year in Lancashire and Merseyside, the industrial development in the area, statistics on factory building, unemployment and vacancies and area committee reports, are subjects dealt with in the eighteenth annual report of the general council of the Lancashire and Merseyside Industrial Development Association to be presented at the association's annual meeting at Walkden, Lancs., on June 12.

Inquiries for copies of the report should be made to the Association at Queen's House, Queen Street, Manchester 2.

Modern factories available in Wales

THE Industrial Estates Management Corporation for Wales has completed three factories in advance of demand since 1960, in the Development Districts of Wales. All these are now tenanted: one was doubled in size before the original building was completed, another is now to have its floor space doubled after two years.

Recently a new standard design has been adopted for the Advance Factories of Wales. The specification is as follows:

Standard 10,000 sq. ft. factory

The building consists of a steel framed production area with brick and block 11 inch cavity external walls, granolithic finished reinforced concrete floor and roof of three equal spans with steel portal frames covered with asbestos cement sandwich type sheeting. Daylighting provided by translucent sheeting. Height to eaves 14ft. 0ins., height to underside of valley beam, approximately 11ft. 9ins. Area of production space 7,907 sq. ft.

A flat roof office block is provided consisting of three offices, male and female staff toilets and a small tea preparation room with ancillary corridors and entrance hall. The ceiling height is 8ft. 6ins. approximately, floor finish – PVC tiles, entrance hall feature local stone, rubble walling and glazed tiling. Roof – precast concrete slabs with asphalt covering and solar reflecting tile finish. Area – approximately 1,260 sq. ft.

Works toilet and cloakroom annexe, and boilerhouse, of brick and flat roof construction similar to the office block, granolithic finished reinforced concrete floors. Height – approximately 8 ft. 6 ins. – Area – approximately 900 sq. ft.

Heating of production area is by means of unit heaters with appropriate ventilators. Heating of offices and cloakrooms by pipes and radiators. Boiler either coal or oil fired low pressure hot water. Adequate artificial lighting points will be provided. Normal services of electricity, water, and gas (if available) brought into factory.

This design is capable of immediate extension by 100 per cent and thus forms the basis of a standard 20,000 sq. ft. factory as well. Where required workers' canteen space can be added and further extensions can be added within the capacity of the site.

Advance factories are now planned for completion early in 1965, at:

Bethesda (near Bangor) . . .	10,000 sq. ft.
Llangefni (Anglesey)	10,000 „ „

These factories are suitable to a wide range of medium and light industries: they are available on lease for 21 years at attractive rentals, or for purchase (with the benefit of 25 per cent capital grant if purchased before completion). Machinery grants, 'depreciation holiday' and BOTAC loans are available.

The same facilities are available to the occupiers of purpose-built factories in the Development Districts: factories recently completed by IEMCW range between 650,000 sq. ft. and 5,000 sq. ft.

Inquiries to: Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glamorgan, or to any office of the Board of Trade.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Government offer substantial financial and fiscal inducements to businesses to set up new projects, or to expand existing undertakings, in the development districts. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

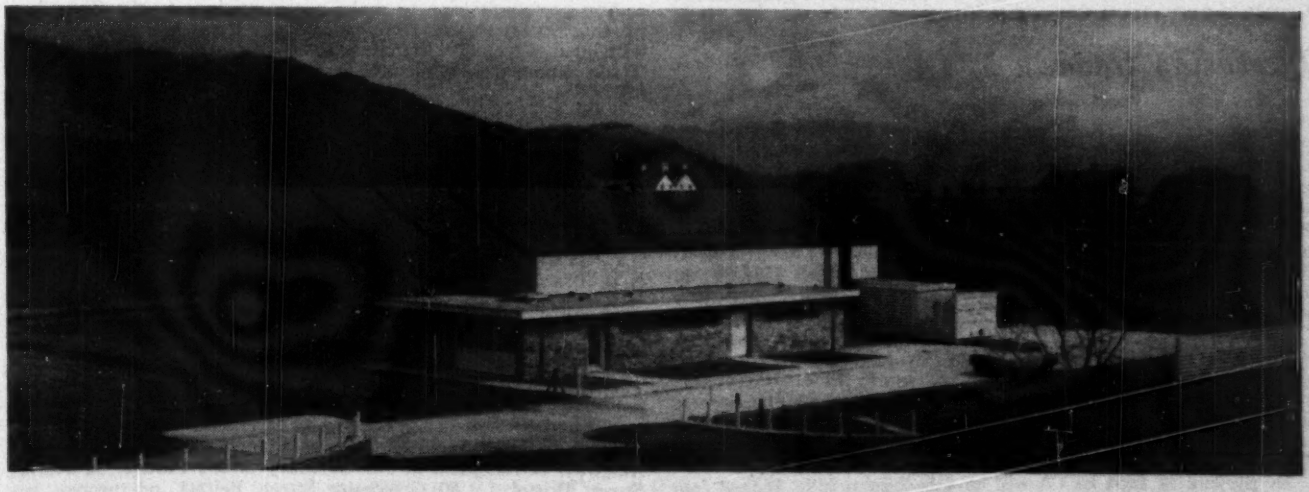
The full range of the inducements is set out in two Government publications. 'Expanding Industry' explains the assistance available under the Local Employment Acts, 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), explains the scheme for free depreciation.

The Board of Trade have now published a further pamphlet 'What Standard Grants and Free Depreciation can mean to You'. This new pamphlet complements the two existing publications and is designed to help businessmen to understand how the standard grants and free depreciation can work out in practice, and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the development districts.

Copies of these three publications are available free of charge at the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and at Board of Trade Regional Offices throughout the country.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.



The newly completed factory at Portmadoc, showing the glorious scenery surrounding the Welsh Advance Factories.

Synthetic yarns firm takes over factory in Co. Durham

THE INDUSTRIAL ESTATES Management Corporation for England have announced that the Board of Trade 'advance factory' of 15,600 sq. ft. at Crook is to be taken over by Advance Throwing Mills Ltd., a new company which will produce bulked synthetic yarns. The factory is to serve a growing demand in the spinning and weaving industry especially in Yorkshire and Lancashire. Mr. Peter Maddocks, a director, said that the company hopes in the existing building to eventually employ 75 men but that there were excellent prospects of further expansion.

This is the seventh of the present programme of advance factories to have been let – the others are at Cramlington (Wilkinson Sword Ltd.), Aycliffe (Crane Ltd.), The Hartlepools (Bradshaw & Cook Ltd. and Reed Corrugated Cases Ltd.), Stockton (Meridian Ltd.), and Workington (Smith Bros. (Whitehaven) Ltd. – Plastics Division).

Another BOT factory for Consett

The Corporation have also announced that they are to build a new Board of Trade factory at Castleside Industrial Estate, near Consett, for occupation by L. and A. Leather Products Limited. The new factory which will be used for the manufacture of leather goods, will have an initial area of approximately 15,000 sq. ft. and the company hope this will be extended to 40,000 sq. ft. within four to five years.

On completion of the first stage, employment will be given to 125 females rising ultimately to 225 when the site is fully developed, with a small proportion of male labour. It is anticipated that the unit will be in production early in 1965.

Mr. W. Russell, managing director of the company, said: 'Our decision to open this new factory can be attributed to the excellence of the site, and to our encouraging discussions with local authorities.'

Over 100 inquiries for factories in Devon

IN THE FIRST 14 days since the Devon County Council launched its campaign to attract further light industry to the Devon area, over 100 inquiries about available sites and facilities have been received by the Industrial Development Officer, Mr. George Hollis. 'This confirms our belief that once it is brought home to industrialists that Devon is "in the market" for factories and plants, they will quickly realize the many advantages and attractions it has to offer', said Mr. Hollis.

The inquiries represent a wide range of industries and come from all parts of the British Isles. These also include one from Dublin and one from Chile. The Council's Industrial Development Committee have already drawn up a list of suitable sites throughout the County and are expected to add to it as more sites become available.

Increasing trade in EFTA

— Mr. Frank Figgures

AT A LUNCHEON of the National Association of British Manufacturers in London on May 28 Mr. Frank Figgures, Secretary General of the European Free Trade Association, spoke about the growth of inter-EFTA trade and referred particularly to the recent expansion of Britain's trade with her EFTA partners. In his opinion this was due not only to a growing awareness of the advantages available through the reduction of tariffs within EFTA but also to the sharp upturn in the rate of growth of the British economy in 1963 and the first half of 1964. The prosperity of EFTA's Members was indivisible.

Mr. Figgures went on to explain that the Free Trade Area was working very well and there had been few complaints either about the origin system or about non-tariff barriers to trade. However, as tariffs are eliminated other restrictions to trade assume greater importance and EFTA has embarked on a series of studies of these practices to find out whether any of them are frustrating the benefits which should flow from the elimination of tariffs.

By the end of 1966 EFTA will have become a fully fledged free trade area, achieving by co-operation a degree of economic integration very close to that of other economic groups.

Changes in export licensing control on live animals

THE BOARD OF TRADE announce that at the request of the Ministry of Agriculture, Fisheries and Food, arrangements have been made to extend the control on the export of live cattle and to impose control on the export of sheep and pigs. Under the Export of Goods (Control) (Amendment) Order, 1964, licences will be required as from June 8, 1964, for all exports of cattle, sheep and pigs other than (a) exports from Northern Ireland to the Irish Republic, and (b) exports of pedigree animals covered by an appropriate licence issued under the Exported Animals Protection Order, 1964.

The purpose of the control is to safeguard the welfare of live cattle, sheep and pigs being exported for slaughter. Licences for such animals will be granted only for export to those countries able to give assurances on the lines negotiated for cattle in 1957.

Copies of the Export of Goods (Control) (Amendment) Order, 1964, will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches (price 3d., by post 5½d.).

Notes: The intention to introduce this control was announced by the Minister of Agriculture, Fisheries and Food on May 11, 1964 – see Hansard, Oral Answers Cols. 14-16, and MAFF Press Notice 199/64.

The export of cattle to Europe has been subject to export licensing control since 1957, and licences have been issued for cattle for slaughter only to France, Western Germany, Belgium and Holland, which countries had given what are known as the 'Balfour Assurances' governing the treatment and movement of cattle intended for immediate slaughter and the method of slaughter.

Marking of circular saws

THE BOARD OF TRADE announce that, in pursuance of the powers conferred on them by section 3 of the Merchandise Marks Act 1926, they have given a Direction, namely, the Merchandise Marks (Imported Goods) No. 5 Order 1929 (Provisional Exemption) Direction 1964 in regard to the Merchandise Marks (Imported Goods) No. 5 Order 1929, as amended.

The Direction exempts circular saws of the following description from having to bear an indication of origin as prescribed or stamped on the carton or container in which the goods are imported, sold or exposed for sale, as the case may be:

> Circular slitting saws, polished to a mirror finish, with a diameter not exceeding 65 mm.

Copies of the Direction (S.I. 1964 No. 785) can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3d. (by post 5§d.).

The Direction affords temporary relief only. The question whether the Order should be amended in accordance with the terms of the Direction or otherwise is being referred to the Standing Committee appointed by the Board of Trade under section 4 of the Merchandise Marks Act 1926.

Any person desiring to make representations to the Committee on this matter should communicate not later than July 16, 1964 with the Secretary, Merchandise Marks Committee, Board of Trade, Room 603, 1 Victoria Street, London, S.W.1. (Tel: Abbey 7877, Ext. 2555).

Roy Gaisford and Rock Ltd.

ON A PETITION PRESENTED by the Board of Trade in the light of facts ascertained following an investigation under Section 18 of the Protection of Depositors Act, 1963, an order was made in the High Court on June 1, 1964, for the compulsory winding-up of Roy Gaisford and Rock Ltd. The registered office of the company is at 105a, East Street, Southampton.

SUBSCRIPTIONS AND SALES

Subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; 39 King Street, Manchester 2; 35 Smallbrook Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 80 Chichester Street, Belfast, or through any bookseller. Telephone inquiries should be made to Waterloo 4994, Ext. 1195.

Imports of butter

THE BOARD OF TRADE announce that, after considering estimates of the availability of butter by supplying countries, they have decided that imports of the following quantities of butter over and above agreed imports expected against basic quotas in the months of June and July shall be allowed additionally to the annual quotas of the countries concerned:

	Tons	
	June	July
Austria	150	50
Finland	1,250	1,250
France	2,000	2,000
Irish Republic	600	700
Netherlands	300	300
Norway	500	600
Poland	1,450	1,200
Roumania	400	350
Sweden	800	600
Uruguay	50	NIL
TOTAL	7,500	7,050

The June figures include extra imports authorized earlier totalling 6,300 tons (see *Board of Trade Journal* of May 1, page 945). The figures for Poland and Sweden have been increased by 850 and 300 tons respectively, while 50 tons have now been authorized for Uruguay. The countries concerned expect to have more butter available than was previously thought likely.

It has also been agreed to authorize the import of 100 tons of butter from Iceland in June and a further 100 tons in July.

The need for any additional imports from Europe after July has not yet been assessed. Further announcements about any such imports will be made as necessary.

The Board of Trade further announce that they are prepared to consider applications for licences to import up to approximately 15,000 tons of butter from North America over the period July to November, 1964.

Applications for licences to import butter from North America will be considered only from regular importers, manufacturers or distributors of butter who are able to show that they have placed firm orders (subject only to the issue of an import licence) with North American exporters for delivery before the end of November, 1964. All applications should be accompanied by evidence of such orders and by details of the applicant's status as a regular importer, manufacturer or distributor of butter. Applications should be made to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, not later than June 12, 1964.

Notes:

Quotas for the year ending March 31, 1965, were announced on February 28 last and total 420,000 tons. It was stated at the time that additional supplies, which might amount to 20,000 tons in the first half of the quota year, were also expected to be required.

Additional requirements have proved to be higher than 20,000 tons. The effect of the present notice is that a cumulative total of about 25,000 tons extra from traditional sources will have been authorised up to the end of July. In addition, 15,000 tons are authorized from North America, which is not a traditional source of supply, for importation before the end of November. The need for further supplies from traditional sources beyond July will be kept under examination.

The basic allocations for imports from the countries now authorized to supply supplementary amounts are:

	Tons
Austria	1,830
Finland	12,370
France	2,580
Irish Republic	12,905
Netherlands	15,060
Norway	1,830
Poland	17,210
Roumania	325
Sweden	4,950
Uruguay	215

Canada, the United States and Iceland have no basic allocation.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 19.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.24	Benzyldimethyloctadecyl-ammonium chloride.	Preparation of benzal-konium chloride.	December 31, 1964	6328
29.35	3 - Amino - 1 - phenyl - pyrazol-5-one.	1 - Phenyl - 3 - amino - 5 - pyrazolone.	December 31, 1964	6479
29.35	Pemoline . . .	5 - Phenyl - 2 - imino - 4 - oxo-oxazolidine.	December 31, 1964	1822
29.35	Preparations containing not less than 7% by weight of 2:6-dichloro-thiobenzamide and not more than 15% by weight of materials soluble in diethyl ether.	Preparations, solid, containing not less than 7% by weight of 2:6-di-chlorothiobenzamide.	December 31, 1964	6366

Duty on reversal original film

THE BOARD OF TRADE give notice that they are considering an application for the removal of the duty on reversal original film falling under tariff heading 37.07 (B) (3) and defined as '16 mm. film with double perforation, bearing a positive image and not bearing a sound track'.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information therein as strictly confidential and to allow their comments to be passed on to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than June 22, 1964.

Application for removal of duty on shelled almonds

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on almonds, not in shell.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than June 19.

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The Import Duty Drawbacks (No. 4) Order, 1964

H.M. TREASURY have made the Import Duty Drawbacks (No. 4) Order 1964 which:

(i) provides for the allowance of drawback of import duty on:
  (a) imported honey exported as blended honey,
  (b) imported porcelain and glass bottles which on exportation are incorporated in perfume atomizers or sprays,
  (c) imported almonds used in the manufacture of preparations for making cakes or confectionery, and
  (d) imported whey powders used in the manufacture of preparations of whey powder and certain other ingredients for export;

(ii) amends the present provision of drawback of import duty on imported almonds and hazelnuts by:
  (a) reducing the rate of drawback of import duty on imported hazelnuts used in the manufacture of certain exported products.
  (b) excluding drawback of import duty on imported almonds from the operation of paragraph 3(2)(a) of the Fifth Schedule to the Import Duties Act, 1958;

(iii) increase the rate of drawback of import duty on certain imported apricot kernels used in the manufacture of apricot kernel products for export.

The Order came into operation on June 3, 1964, and has been published as Statutory Instruments 1964 No. 749. Copies are obtainable direct from H.M. Stationery Office.

Removal of import duty on certain raw feathers and down

THE TREASURY has made the Import Duties (General) (No. 6) Order, 1964. This Order provides for the removal of the import duty (both full and EFTA rates) on certain raw feathers and down.

A number of sub-headings in Chapters 60, 61 and 62 of the Customs Tariff applicable to certain made-up textile articles in which the value of the silk and/or man-made fibre component or components exceeds 5 per cent of the aggregate of the values of all the components, provide in many cases that articles containing silk shall be chargeable with higher rates of import duty than those applicable to similar articles containing man-made fibres but no silk. The Order also provides that, within each of such sub-headings as are included in the headings specified in paragraph 2 of the Schedule to this Order, the rates of import duty on articles containing 5 per cent or less by value of silk shall be the same as those on similar articles containing no silk.

This Order will come into operation on June 3, 1964.

Copies of the Order are obtainable direct from H.M. Stationery Office (price 3d.).

HINTS TO BUSINESS MEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Directories and Notices Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Sullivan 3400. Ext. 3020), or to any Regional Office of the Board.

Official Receiver appointments

THE BOARD OF TRADE announce that Mr. John Lewis Williams has been appointed an Official Receiver in Bankruptcy attached to the High Court with effect from June 1.

Mr. Bernard James Longley, at present an Assistant Official Receiver in Bankruptcy attached to the High Court, has been appointed to succeed Mr. Williams as Official Receiver for the Bankruptcy District of the County Courts of Cardiff; Blackwood, Tredegar and Abertillery; Newport (Mon.); and Pontypridd and Ystradyfodwg with effect from June 1.

New and revised defence specifications

THE Ministry of Defence has announced that the following documents in the Defence Series have been published by H.M. Stationery Office, Kingsway, London, W.C.2, from whom copies may be obtained:

Documents	Particulars	Price s. d.
NEW DOCUMENTS		
DEF 16-5	Electric lamps – up to and including 50 volts for special purposes	
DEF-18	Portable secondary batteries (lead acid type)	6 6
Sup. No.:		
1, Issue 2	12 V, 75 Ah, (short first charge)	1 6
2, Issue 2	(6 V, 40 Ah (short first charge)	1 6
	(2 V, 40 Ah (fully dry charged)	1 6
3, Issue 2	6 V, 85 Ah (short first charge)	1 6
4, Issue 2	6 V, 100 Ah (short first charge)	1 6
5, Issue 2	12 V, 22 Ah (short first charge)	1 6
6, Issue 2	(6 V, 170 Ah (short first charge)	1 6
	(6 V, 170 Ah (fully dry charged)	1 6
DG-8	Part One, Section III, Introduction	1 0
	Part One, Section III, Index of specifications	1 6
	Part One, Section III, Paint, lacquer and varnish finishes	2 6
REVISIONS		
DEF-46-A	Chipboard, lined and chipboard, unlined (for use in waxed or unwaxed stores)	2 0
DEF-47-A	Paper, chip, pitch and/or bitumen sized	2 0
DEF-48-A	Board, pitch and/or bitumen sized	2 0
DEF-1252-A	Paper, kraft, creped (anti-bleed)	1 6
DEF-86-A	Paper, pure, unbleached, rolled	2 0
DEF-42-A	Paper, pure, bleached, supercalendered and paper, pure, bleached, supercalendered, lead free	2 0
DEF-127-A	Board for discs or wads	1 6
DEF-1156-A	1. Paint, enamel, finishing, hard gloss 2. Paint, undercoat for I	2 0
DEF-1169-A	1. Paint, enamel, finishing, hard gloss, lead free 2. Paint, undercoat for I	2 0
DL-5-A	Primary batteries (dry Leclanche types)	1 6
AMENDMENTS		
DEF-1 Issue No. 2 Amdt. No. 1	General specification for primary batteries	0 3
DEF-137 Amdt. No. 1	Paper, laminated (Kraft-Polythene-Kraft)	0 3

New London hotel opened

London's newest hotel, the Europa in Grosvenor Square, was informally opened by Lord Dundee, Minister of State for Foreign Affairs, on June 1. The hotel, which has 300 bedrooms, has been built by Grand Metropolitan Hotels and is entirely British.

The Europa has a Georgian-style exterior to match other buildings in the square. A major feature is the Westminster-suite ballroom of which the colour scheme is mainly golden orange and white with anodised aluminium trimmings. It will accommodate receptions or conferences for 1,000, a complete trade fair, or a dinner-dance for 550.

Although in the heart of Mayfair the hotel aims to provide a reasonably-priced tariff and hopes particularly to attract visitors from Western Europe.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

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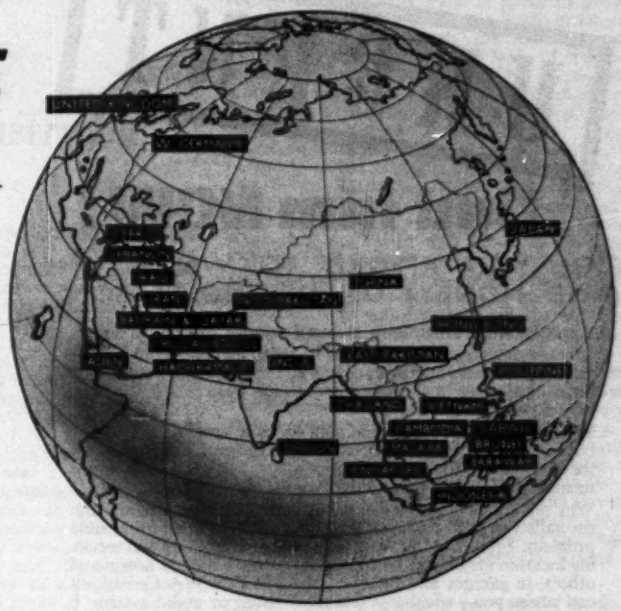

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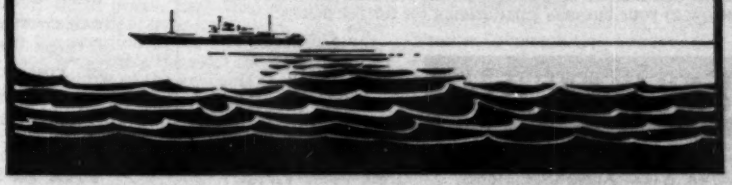

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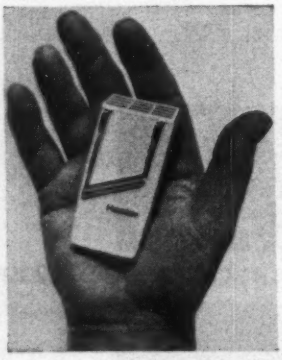

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New Books

The structure and behaviour of industry

THERE are two approaches to the subject of industrial growth and development. One is the economist's, in which the organization, structure and location of industry are studied primarily as part of the economic and financial systems in which the individual industries exist. This approach has been fruitful of research, and has given us a number of influential books, among them G. C. Allen's two general surveys, *The Structure of Industry in Britain* (1961. Longmans, 12s. 6d.) and *British Industries and their Organization* (4th ed. 1959. Longmans, 25s.), the two volumes of critical studies of industrial sectors edited by Duncan Burn as *The Structure of British Industry* (1958. Cambridge University Press, 95s. the set), A. Beacham's and L. J. Williams' *Economics of Industrial Organization* (4th ed. 1961. Pitman, 18s.) and J. H. Dunning's and C. J. Thomas's *British Industry: Change and Development* (2nd ed. 1963. Hutchinson, 30s.). But it is apparent that the structure of industry is nowadays becoming more and more related to that of large institutions and organizations, and one of the main practical problems in studying industrial development is in assessing the effect of the social structure of such institutions and organizations on the economic behaviour of an industry. A knowledge of the attitudes, abilities and propensities of those who are in effective control of an industry has a great importance in determining policies for industry as a whole and in forecasting developments in particular industries, and this approach may be said to be that of the industrial sociologist, as distinct from the economist. It can be seen not only in such well-known descriptive accounts as W. H. Whyte's *The Organization Man* (1957. Penguin Books, 4s. 6d.), but also in places in the works of economists themselves, as in P. Sargant Florence's *Logic of British and American Industry* (2nd ed. 1961. Routledge, 30s.), and its intention is broadly to discover and describe the motives which actuate the behaviour of industry at the point where economic motives cease to apply. Now P. Sargant Florence's new book, **Economics and Sociology of Industry** (258 pages, Watts, 27s. 6d.), is a synthesis of the two approaches, subtitled 'a realistic analysis of development', in which he draws some practical conclusions for both developing and developed countries, and for Great Britain in particular. The book uses social and economic data, both from official sources and from individual research projects, to demonstrate structural characteristics and long-term trends in industry, and to illustrate the author's belief in the importance of exact measurement of the varying characteristics of different industries before policies are initiated for their development or growth. It deals in turn with the general processes of industrial development, mobility and location; and with some political as well as social and economic forces at work in the shaping of industrial growth. An extensive bibliography (with many imprecise citations) and a full index are provided.

Capital, Output and Employment, 1948–60, by Graham Pyatt and Patricia Hutcheson (82 pages. Chapman & Hall, 21s.) The Department of Applied Economics at Cambridge University has compiled in this Number 4 of its series 'A Programme for Growth' a series of statistics with a methodological commentary, describing the changes in output, employment and capital assets that have taken place in British industry between 1948 and 1960, and making comparisons between industries in respect of them. The comparisons are drawn by estimating what each of 31 industries adds, in the course of the year, to the value of what it uses in production; and an industry's sales for the year, minus the cost of materials, fuel, etc., which it uses and with other adjustments, provide a figure known as 'gross value added at factor cost', being mainly wages and profits. This figure of 'value added' is the heart of the main tables which are the foundation of the study now published. The tables, which reduce to a common, comparable basis a number of official statistical series – in particular the *National Income and Expenditure* blue books, the *Reports on the Census of Production*, the Index of Industrial Production and the annual data published by the Ministry of Labour – analyse output in each industry in terms of 'value added', of the index of production, of wage bill and labour force, of capital investments, depreciation and net stock, and of fixed assets. The book is especially concerned with the contributions of labour and capital to 'value added'. In some instances, the comparisons provided by these figures confirm what is already known in a general way – for instance that shipbuilding is relatively a declining industry and that motor manufacturing is an expanding one – but there is also a detailed inspection of the behaviour of those industries whose performance is not so well known, and of other industries which do not always look so obviously prosperous or depressed in the light of this examination as may previously have been supposed. There is some analysis of the statistical data, and some discussion of the condition of British industry during the period under review.

Non-Metallic Minerals. Commonwealth Economic Committee (198 pages, 15s., by post 15s. 10d., from H.M. Stationery Office and Government Bookshops). This study forms part of a project to present in convenient form up-to-date economic information on groups of allied commodities. The minerals covered here are sulphur, gypsum and anhydrite, asbestos, asphalt and bitumen, magnesium, graphite, mica and diamonds. These eight materials are studied in a series of similar 20-page chapters, each beginning with general descriptive information on the processing and uses of the particular mineral, and continuing with details of the principal world sources of supply, production figures for the past 8 years, data on the trade and consumption of the mineral, and a review of world prices. Each chapter contains a number of detailed statistical tables, and each surveys the situation up to and including 1962. This book is probably the most convenient up-to-date compendium of the available economic data on these minerals. It differs from the volumes on individual minerals issued by the U.S. Bureau of Mines in the last few years as parts of its *Materials Surveys*, in its wider coverage of minerals, in its exclusion of geological and exploratory aspects and in the Commonwealth emphasis of its statistical data.

New Directions for World Trade. Royal Institute of International Affairs (241 pages. Oxford University Press, 30s.). The proceedings of a Chatham House Conference held in September 1936, attended by economists from both Communist and Western countries, and intended to identify the most promising lines of advance for the reorganisation of world trade in order to provide a more rapid growth of income in the developing countries. For general use, the most important contents of this book are the texts of the seven preparatory papers contributed by distinguished economists to act as a guide to the conference in its deliberations. They include a study of import trends in industrial countries by A. Maizels (based on material he has already published about his work at the National Institute of Economic and Social Research), 'Policy for Agricultural Trade' by J. H. Richter of the U.S. Department of Agriculture, and an examination of the General Agreement on Tariffs and Trade by its former Deputy Executive Secretary, Jean Royer. Two papers deal with the problems of stabilizing prices for primary commodities, one of them being an important and influential discussion by Gerda Blau of the F.A.O. on 'Commodity Export Earnings and Economic Growth', and there are two studies of exports of underdeveloped countries by I. G. Patel and Caroline Miles respectively. The volume includes a statement of the points of agreement reached by the conference, and a 29-page summary of its discussions. There is no index. A limited earlier issue of the texts included in this book was used as a Secretariat document for the United Nations Conference on Trade and Development held in March 1964, and the Chatham House conference's findings also have a clear significance in relation to the current 'Kennedy Round 'of GATT tariff negotiations.

The Weights and Measures Act, 1963 by W. Roger Breed. (397 pages. Charles Knight & Co., London. 57s. 6d.). A practitioner's handbook on the law of weights and measures, summarizing the changes in law brought about by the 1963 Act. As in an earlier publication (J. A. O'Keefe and E. Roydhouse, *The Weights and Measures Act, 1963*. Butterworths 42s. 6d.) the full text of the Act is given, with extensive annotations and the relevant Statutory Instruments made under the Act. Of additional interest are an historical outline of the British system of weights and measures, tables of Coinage Acts and a list of Weights and Measures Authorities.

Investing in India: Company Law. Indian Investment Centre, New Delhi. (126 pages. Free from Mr. P. Scott-Roy, High Commissioner for India, India House, Aldwych, London, W.C.2). This comprehensive summary of the main provisions of Indian Company law in force on January 1, 1964, is the latest title to appear in a series of publications prepared by the Indian Investment Centre, having the general aim of presenting comprehensive information on aspects of investment in India. A separate chapter is included for each of the important topics covered by company legislation, and in the final chapter answers are given to several questions which are often asked by investors. The appendices include summaries of the law relating to the formation of a public limited company as a joint venture, and to government control over capital issues, and an account of the managing agency system which forms a unique feature of Indian company legislation.

Other publications

DIRECTORY OF DIRECTORS, 1964. 984 pages. Thomas Skinner & Co., London. 60s.

Purchasing Commonwealth publications

The Crown Agents for Oversea Governments and Administrations, who have for many years acted as bookseller for publications from various oversea governments, are discontinuing the sale of such publications with effect from June 1, 1964. After this date no stocks will be available either for sale or for reference purposes. For a few months after June 1 enquiries regarding sources of supply will be answered by Department G 13, Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, S.W.1.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	108	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter		126*				106									
1962															
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter	140*	121*	123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
October	132	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·2*	123·9*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140*	121*	123·6	+1·5	108·3*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April			124·7	+2·0	108·1*	124·2*	146·7	394	— 19	—20	212	+10	+14	146	127	..
May								357*	— 37*	—23	227*	+15*	+ 9			

† NOT seasonally adjusted. * Provisional.

Assets and liabilities of hire purchase finance companies in March 1964

HIRE PURCHASE, credit sale and other instalment credit paper, amounting to £693 million, constituted four-fifths of the total selected assets of hire purchase finance companies covered in the Board of Trade's inquiry at the end of March 1964. The total of £693 million was made up of £648 million outstanding direct from hirers etc., and £45 million owed by retailers under block discounting arrangements, as already shown in the monthly article on hire purchase business in the *Board of Trade Journal* of May 15, 1964 (page 1064). The total was £80 million, or 13 per cent more than a year earlier. Other advances and loans (£93 million), although accounting for less than one-eighth of the selected assets covered by the inquiry, were £30 million or nearly 50 per cent more than a year earlier. Trade investments and investments in unconsolidated subsidiaries rose from £26 million in March 1963 to £35 million a year later.

The main sources of funds revealed by the selected liabilities reported in the inquiry for March 1964 were deposits, amounting to £412 million. This total was £80 million, or 24 per cent more than a year earlier. Among the five sources of deposits distinguished, all but one – deposits by overseas residents which were down from £82 million in March 1963 to £72 million in March 1964 – showed increases compared with a year ago. Deposits by United Kingdom non-financial companies were up from £122 million to £164 million while those by United Kingdom banks rose from £52 million to £85 million. Other borrowing from United Kingdom banks rose less steeply – from £85 million in March 1963 to £90 million a year later. Bills discounted with United Kingdom banks and discount houses were valued at £72 million in March 1964 against £59 million a year earlier. Issued capital and reserves amounted to £153 million in March 1964, compared with £142 million a year earlier. Unearned finance charges were £76 million in March 1964, amounting to about 11 per cent of instalment credit outstanding. In March 1963 the proportion was about 10½ per cent.

This inquiry into selected assets and liabilities of hire purchase finance companies was initiated by the Board of Trade in 1962 as described in the *Board of Trade Journal* of October 19, 1962 (page 785). Subsequent results were published in the *Journals* of December 14, 1962 (page 1226), March 1, 1963 (page 506), May 24, 1963 (page 1173), September 6, 1963 (page 509), November 22, 1963 (page 1157) and March 6, 1964 (page 513).

Selected assets and liabilities of finance companies

£ million

Selected assets	Holdings at Mar. 31, 1963	June 30, 1963	Sept. 30, 1963	Dec. 31, 1963	Mar. 31, 1964
Assets with United Kingdom financial institutions other than banks	—	4	15	9	14
Trade investments and investments in unconsolidated subsidiaries	26	29	31	32	35
Other securities	9	14	22	19	15
Hire-purchase, credit sale and other instalment credit outstanding (1)	613	640	658	659	693
Other advances and loans	63	63	67	77	93
Total of Selected Assets	711	750	793	796	850
Selected liabilities					
Bills discounted with United Kingdom banks and discount houses	59	68	58	62	72
Deposits by:					
(a) United Kingdom banks	52	69	67	71	85
(b) Other United Kingdom financial institutions	40	39	33	30	43
(c) United Kingdom non-financial companies	122	144	174	175	164
(d) Other United Kingdom residents	36	38	40	42	48
(e) Overseas residents	82	79	77	72	72
Total deposits	332	369	391	390	412
Other borrowing:					
(a) United Kingdom banks (net) (2)	85	81	82	85	90
(b) Other United Kingdom financial institutions	7	7	6	6	7
(c) United Kingdom non-financial companies	1	1	1	1	1
(d) Other United Kingdom residents	6	7	7	8	8
(e) Overseas residents	—	1	1	1	1
Total other borrowing	99	97	97	101	107
Unearned finance charges	64	68	70	71	76
Issued capital and reserves (3)	142	142	151	151	153
Total of Selected Liabilities	696	744	767	775	820

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Retail sales in N. Ireland in March

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in March was 6 per cent higher than a year earlier, compared with increases of 10 per cent in February and 8 per cent in January. In the first quarter as a whole, sales were 8 per cent higher than the corresponding period last year.

Food shops and clothing and footwear shops showed increases of 9 per cent and 6 per cent respectively on a year earlier, while household goods shops showed a decrease of 14 per cent compared with a year earlier.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1962 Year	103	+3	105	+5	100	Nil	104	+ 4	101	+1
1963 Year	107	+4	110	+4	106	+ 6	107	+ 2	102	+2
1963 First quarter	97	+4	106	+4	88	+ 6	96	+ 1	86	+1
Second quarter	105	+3	110	+5	105	+ 3	102	— 2	98	+2
Third quarter	104	+4	107	+3	100	+ 8	108	+ 8	102	+3
Fourth quarter	121	+4	116	+5	132	+ 5	121	+ 4	123	+1
1964 First quarter	105	+8	114	+7	95	+ 7	104	+ 9	96	+11
1963 July	101	+4	104	+4	92	+ 4	102	+ 6	104	+5
August	105	+3	108	+2	103	+ 8	105	— 2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2
October	109	+5	111	+5	112	+ 5	117	+ 5	100	+2
November	117	+3	115	+4	131	+ 2	126	+ 3	108	+2
December	138	+4	123	+4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+8	110	+5	91	+ 8	107	+21	94	+10
February	106	+10	115	+7	93	+ 8	118	+21	94	+12
March	106	+6	117	+9	100	+ 6	87	—14	99	+11

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 27, 1964	
859,819	Roland Graf V Faber Castell	Wallets for ball-point pen refills.
	May 5, 1964	
828,590	Vaissier, J.	Convertible beds.
939,524	Les Laboratoires Bruneau & Cie.	Controlling fluid flow in a flexible tube.
	May 7, 1964	
770,833	Les Applications Industrielles du Tube	Adjustable tables.
857,199	Patent of Addition to No. 770,833	Adjustable tables.
807,474	Simon Carves Ltd.	Wagon elevators.
828,217	Gevaert Photo-Producten N.V.	Photographic halide emulsions.
	May 12, 1964	
716,522	The Glacier Metal Co. Ltd.	Plain bearings.
821,251	Gevaert Photo-Producten N.V.	Direct positive photographic emulsion.
	May 25, 1964	
834,934	Fuji Kagaku Kogyo Kabushiki Kaisha.	Manufacture of magnesium aluminosilicate.
851,126	Graetz, E.	Liquid oil-fired heaters.
864,945	Graetz, E.	Deflection of electron-beam in cathode ray tubes.
871,542	Graetz, E.	Burning liquid fuel appliances.
871,989	Graetz, E.	Vaporizing oil lamp.
941,909	Pasqualini, G.	Aerial target.
943,614	Schenley Industries Inc.	Convertible packages.
944,377	Schenley Industries Inc.	Containers.
947,211	Baert, J. G.	Regulating dryness of web material.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General,
Patent Office.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Internal Combustion Engines for January 1964.
Trailers for February 1964.
Watches and Clocks for March 1964.
Timber, Softwood, Hardwood and Plywood for April 1964.

Quarterly at 7s. 6d. a year, post free:

Contractors' Plant for October-December 1963.
Lace for January to March 1964.
Linen for January to March 1964.

Production of man-made fibres in April

PRODUCTION of man-made fibres in April was 16 per cent more than in April 1963. Within the total, output of continuous filament was 19 per cent more and output of staple fibre 14 per cent more.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·8
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 1st quarter	76·7	95·3	172·0
4th quarter	90·5	107·2	197·7
1964 1st quarter	93·4	109·9	203·3
1963 February	23·7	30·1	53·8
March	27·0	33·4	60·5
April	26·1	31·5	57·6
1964 February	30·3	34·9	65·2
March	30·6	37·8	68·4
April	31·1	35·8	66·9

Overdrafts of the nationalized industries

H.M. TREASURY announce that the bank overdrafts of the nationalized industries at May 20, totalled £56.8 million, of which £47.6 million were from the clearing banks and £9.2 million from the Scottish banks.

New and revised British Standards

RECENT BRITISH Standards published are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

B.S.	Particulars	Price
NEW BRITISH STANDARDS		
Supplement No. 1 : 1964 to: 204 : 1960	Terms used in wired broadcast and broadcast relay	s. d. 3 0
1728 :	Methods for the analysis of aluminium and aluminium alloys. 1728 Part 13 : 1964. Method for the determination of titanium in aluminium and aluminium alloys (absorptiometric chromotropic acid method)	4 0
3178 :	Playground equipment for parks. Part 3 Special requirements for swinging apparatus. 3178 Section 3 C : 1964. Plank swings	5 0
3704 : 1964	Rubber condoms	4 4
3709 : 1964	Portable fire extinguishers of the water type (stored pressure)	5 0
3713 : 1964	Electrical control couplers for diesel locomotives and diesel multiple unit trains	10 0
3714 : 1964	Natural rubber insulating tape	3 0
3715 : 1964	Concentration gradient density columns	6 0
3716 : 1964	General purpose rubber water hose	5 0
3717 : 1964	Asbestos cement decking	6 0
3719 : 1964	Stationary milk tanks	6 0
3720 : 1964	Torches for use in hospitals	3 0
3728 : 1964	Recommendations on size marking for infants' and girls' wear	3 6
3731 : 1964	Vee blocks	6 0
NEW CODE OF PRACTICE		
CP 3004 : 1964	Guarding of machinery	7 6
NEW AIRCRAFT STANDARDS		
G 184-G 188 : 1964	Aluminium terminal ends and in-line connectors for hexagonal crimping to aircraft aluminium electrical cables	10 0
L 87 : 1964	Aluminium-copper-magnesium-silicon-manganese alloy hexagonal bars for nuts, couplings and hollow machined parts (solution treated and precipitation treated)	3 0
SP 94 : 1964	Bronze oil-retaining bushes and thrust washers for aircraft	5 0
REVISED BRITISH STANDARDS		
1133 :	Packaging code. 1133 Section 17 : 1964. Wicker and veneer baskets	6 0
1204 : 1964	Synthetic resin adhesives, gap-filling (phenolic and aminoplastic) for constructional work in wood	6 0
1646 : 1964	Graphical symbols for process measurement and control functions	10 0
1963 : 1964	Pressure operated relay valves for use with town gas	5 0
REVISED CODE OF PRACTICE		
CP 111 : 1964	Structural recommendations for loadbearing walls	8 6

		s. d.
NEW BRITISH STANDARDS		
Addendum No 1: 1964 to B.S. 4, Part 2 : 1963 (PD 5191).	Hot-rolled hollow sections	2 6
919	Screw gauge limits and tolerances. 919 Part 4 : 1964. Limits of size for gauges for screw threads of Unified form, diameters ¼ in. and larger	30 0
3224	Lighting fittings for civil land aerodromes. Part D: Runway lights. Section D 5 : 1964. Runway-touchdown zone lighting fittings	4 6
3500	Methods for creep and rupture testing of metals. 3500 Part 7 : 1964 Notch tensile rupture testing	5 0
3680	Methods of measurement of liquid flow in open channels. 3680 Part 1 : 1964. Glossary of terms	6 0
	3680 Part 2A : 1964. Dilution methods Constant rate injection	12 6
3700 : 1964	Recommendations for the preparation of indexes for books, periodicals and other publications	10 0

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday May 29, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 21: *Trouble-Shooters*	Rank Film Distributors Ltd	Rank Film Distributors Ltd.	Br/E 29414	11	May 25
The Beauty Jungle	" "	The Rank Organization Film Productions Ltd.	Br/E 29416	114	May 26
French Dressing	Warner-Pathe Distributors Ltd.	Kenwood Films Ltd.	Br/E 29469	86	May 28
Pathe Pic. Series 482/494: *Pathe Pic. No.* 493	" "	Associated British-Pathe Ltd.	Br/E 29470	8	May 29
Pathe Pic. No. 494	" "	" "	Br/E 29471	8	May 29
The Undesirable Neighbour	" "	Merton Park Production Ltd.	Br/E 29472	29	May 29
We Shall See	" "	" "	Br/E 29473	61	May 29
Movietone News 1824A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/F 29025	7	May 29
Movietone News 1825	" "	" "	Br/E 29026	7	May 29
Pathe News 64-43	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29090	8	May 29
Pathe News 64-44	" "	" "	Br/E 29091	9	May 29
		FOREIGN			
Ursus in the Land of Fire	Ranworth Film Services Ltd.	Cine Italia Film, Rome	F 29413	87	May 25
Two are Guilty	Metro-Goldwyn-Mayer Pictures Ltd.	Trianon Productions, Paris, and Societe Nouvelle des Etablissements, Gaumont, Paris	F 29415	90	May 27

AMENDMENTS TO THE REGISTER:
The playing time of the film 'Cockleshell Heroes' (Br/E 20922) registered on December 28, 1955, has been amended to 7,551 feet (84 minutes).
The playing time of the film 'Make Mine Mink' (Br/E 25483) registered on June 20, 1960, has been amended to 7,218 feet (80 minutes).
The playing time of the film 'Les Enfants du Paradis' (F 9856) registered on December 21, 1946, has been amended to 16,650 feet (185 minutes).

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
June 9	490 acres of agricultural land, to be sold in 20 lots.	Great Orton Airfield, Cumberland	Hopes Auction Co. Ltd. (AFD 1), Wigton, Cumberland. (Tel. Wigton 2202).
June 24	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD 1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
June 25	Two T.2 hangars with land (4·895 acres) with planning permission for all storage purposes, to be sold in two lots.	Little Snoring Airfield, Norfolk	Andrews & Dewing (AFD 1), 6 Station Road, Wells-next-Sea. (Tel. 203).
June 26	The sale will include one T.2 hangar, 38 timber, Seco and Nissen huts, fuel tanks, underground cable and miscellaneous stores.	Royal Air Force Station, Duxford	Rowley, Son & Royce (AFD 1), The Market, Royston, Herts. (Tel. Royston 2112/3010).
July 30	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD 1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. (*Postal Orders only*), all other catalogues free.

TENDER SALE

Tenders invited for the purchase and removal of frequency changers, generating sets and other electrical equipment, ducting, etc., all at Warboys, near Huntingdon. Apply to Ministry of Defence, AFC 19a (Air), Turnstile House, London, W.C.1., for tender form.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
June 18-19	Vehicles, machine tools and miscellaneous stores.	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd, (Dept. L), Bank Buildings, Glasgow, E.1. (Tel. Bridgeton 2447).
July 3	Clothing, textiles and miscellaneous stores	Command Ordnance Sub-Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co., (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
July 16	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son, (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 21-23	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson, (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
June 9	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

Report on the Census of Distribution and Other Services, 1961

THE FOLLOWING PART of the Report of the Census of Distribution and Other Services, 1961 is now available and copies may obtained from H.M. Stationery Office at York House, Kingsway, London, W.C.2, and branches, or through booksellers:

PART 14 ORGANIZATION TABLES

Price 7s. 0d. each (postage 7d. extra).

NPL annual report 1963

THE *Report of the National Physical Laboratory*, 1963, is now available from H.M. Stationery Office (price 17s.). The report deals with 53 different fields of study by the nine divisions of the Laboratory.

Recent movements in stockbuilding

THE MAY 1964 issue of *Bulletin for Industry*, the monthly review prepared by the Information Division of the Treasury, contains an article of recent movements in stockbuilding. The article says that changes in stock levels can exert an important influence on demand and on the balance of payments in the short run. A rapid rise led to a considerable increase in imports late in 1963 and early in 1964.

Pension schemes in the public sector

THE MAY 1964 issue of *Economic Trends*, published on May 29 (H.M. Stationery Office, price 6s.) contains an article by the Government Actuary's Department on the growth during the last 10 years of pension schemes for persons employed in the public sector. Figures of United Kingdom external claims and liabilities in sterling for the first quarter of 1964 are also published in the May 1964 issue.

Exhibitions and Fairs

Opportunities for the sale of British toys in Australia

Mr. W. Peers (right) sales manager of Ponsford, Newman and Benson Ltd., who represent Meccano Ltd., discusses trade done at the fair with Mr. D. J. R. Hack, British Trade Commissioner (facing camera). The Meccano bridge in the foreground is demonstrating Dinky toys and was imported especially from Britain to be shown at the fair.

'THE WONDERFUL WORLD of the young'. This was the theme of the Toy Fair which opened on May 18, at the Exhibition Buildings in the centre of Melbourne. Last year Australia manufactured £3.8 million sterling and imported nearly £2.8 million sterling worth of toys, of which just over £1 million came from Britain – ten per cent of our total exports of toys. We now supply 37 per cent of Australia's toy imports, and the demand is likely to increase as the proportion of children rises in this expanding economy. The Toy Fair was timed to coincide with the May school holidays and aimed at providing the general public with a specialized display of toys in a quieter period of the year. Nearly 70,000 children and their parents had visited the Fair this year when it closed on May 23.

The Toy Fair was organized by the Victorian Toy Retailers' Association and was presented so as to appeal to children – and their parents – rather than to the trade. For the second time, the Board of Trade and the British toy industry combined to provide a British display. Fifteen British manufacturers were represented on the British stand – which covered over 2,000 sq. ft., nearly one-third of the total space given over to toys – which was designed by the Central Office of Information and built by a Melbourne contractor. It occupied the central position in the nave of the main hall immediately facing the entrance doors and the legend 'Toys from Britain' was the first thing seen by the visitor as he entered. It was undoubtedly the most attractive feature of the Fair. The Union Jacks over each stand readily identified the toys on show. The British Trade Commission were complimented on the excellence of this joint effort of the Board of Trade and the British Toy Manufacturers' Association.

The standard of display was high and agents and representatives of British firms were active in manning the stands and in devising attractions for the young visitor. One representative (of Rosebud Dolls Ltd.) posted on their stand and at many retail outlets in the city an attractive photograph of three children admiring one of their dolls at the Fair a year ago. This 'WANTED' poster offered a reward if the children would come forward, as the British firm wished to give them the dolls they were admiring in the picture. Another firm (British Lego Ltd.) showed a model five foot high of St. Paul's Cathedral built from (British Lego) interlocking bricks. An electrically operated motor racing set was on display (by the representatives of Airfix Products Ltd.) and a prize was offered for the most accurate estimate of the mileage run by one of the model cars during the Fair. A Meccano bridge had been specially imported from Britain with endlessly moving lines of 'Dinky' toy cars. There were good displays of dolls of all kinds, soft toys, puzzles and games, die cast toys ('Matchbox' – Lesney Products, 'Budgie' – S. Guiterman, 'Corgi' – Mettoy Co., Lone Star Products, and 'Swoppets' – Britains Ltd.), toy railways ('Hornby'-Meccano Ltd., Lone Star Products, Wells-Brimtoy, Lines fact this was a good representative cross-Bros.) and educational toys (Kiddicraft). In section of the British toy industry.

While the British stand formed the centrepiece of the Fair, a good proportion of space on other stands was given to toys imported from Britain, which were prominently featured by the major Australian distributors showing ranges of Australian-made toys and other imported toys, notably from America. Japanese toys were little in evidence this year, but there was a small group display of Czech toys.

The market for toys is, if anything, likely to increase over the next few years as the proportion of children in the population grows. Imports are increasing and British toys are well established and identified in the public's mind with quality and play value. The tariff on British toys is 17½ per cent as against the M.F.N. rate of 45 per cent and the General Tariff rate of 52½ per cent. There is, therefore, every reason to think that we could increase our share of the market and toy manufacturers not at present exporting to Australia might consider whether their range of products and prices are such as would appeal to the Australian market. The British Toy Manufacturers' Association and the British Trade Commission service in Australia will be pleased to give any help required.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
	April 3	*July 3*
Europe	*This issue*	*Sep. 6*
United Kingdom	*May 1*	*Aug. 7*
Outside Europe	*April 3*	*July 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on May 1, April 3 and March 6 respectively.

UNITED KINGDOM

Amendment

The Board of Trade have been advised that the International Furniture Show will be held from February 1-13, 1965, and not January 25-February 6, 1965, as shown in the *Board of Trade Journal* of May 1.

Addition

LONDON: INTERNATIONAL DISPLAY MARKET WEEK 1965 – February 23-26, 1965.

* Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. At St. Ermin's Hotel, S.W.1. (Tel. Abbey 4813/4).

OUTSIDE EUROPE

Addition

TOKYO: BRITISH EXHIBITION – September 17-October 3, 1965.

Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

European trade fairs and exhibitions

1964 : General

MILAN: TRIENNALE ARCHITECTURE, DECORATIVE AND INDUSTRIAL ART – May 27-September 27.
Apply, Exhibitions Division, C.O.I.D., 28 Haymarket, London, S.W.1.

PADUA: 41ST INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel. Grosvenor 5853).

NANCY: NATIONAL FAIR – June 3-14.
* Apply, J. P. Detourbet, Commissaire-Generale, Foire Nationale de Nancy, 7 rue des Dominicains, Nancy.

ZURICH: SWISS IMPORT FAIR (ZUSPA) – June 5-14.
Apply, Genossenschaft Zurcher Spezial – Ausstellungen, Nordstrasse 20, Zurich 6.

POZNAN: 33RD INTERNATIONAL FAIR – June 7-21.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

LISBON: 5TH INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

BORDEAUX: 44TH INTERNATIONAL TRADE FAIR – June 13-25.
* Apply, Administration de la Foire Int. Bordeaux, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce in Gt. Britain, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

NAXXAR: 8TH MALTA TRADE FAIR – July 1-15.
* Apply, Malta Trade Fair Corporation, Exchange Buildings, Valetta, Malta.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 30-September 3.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIK'S FAIR – September 2-13.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: 39TH EUROPEAN FAIR – September 3-15.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 5-20.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

SALONIKA: INTERNATIONAL TRADE FAIR – September 6-27.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

BARI: 28TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

This demonstration coach is being sent by Colchester Lathe Co. Ltd., Colchester, on a 12-month tour across Canada. The coach is shown here being off-loaded in Halifax. From left to right are Mr. George Mason, of Foulis Engineering Ltd., Colchester Lathe Company agents in the Atlantic Provinces; Mr. Eric Patterson, British Trade Commissioner in Halifax and Mr. Syd Broomhead, demonstrator from Colchester Lathe Company.

GHENT: INTERNATIONAL FAIR – September 12-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 13-20.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: INTERNATIONAL FAIR – September 13-27.
† Apply, Bulgarian Chamber of Commerce, 11A Stamboliisky, Sofia.

BRNO: INTERNATIONAL TRADE FAIR – September 13-27.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. Tel. Museum 5153/5).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 14-22.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

BERLIN: GERMAN INDUSTRIES EXHIBITION, 1964 – September 19-October 4.
* Apply, Berliner Ausstellungen Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: 40TH INTERNATIONAL FAIR – September 24-October 5.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Foire Internationale de Metz, 1 Avenue de l'Amphitheatre, Metz.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commisariat-General, Salon de l'Enfance, de la Jeunesse et de la Famille, 1 rue Anatole-de-la-Forge, Paris 17.

1964 : Specialized

Agricultural, Fishing, Dairy

ANCONA: 24TH INTERNATIONAL FAIR (FISHING AND NAUTICAL SPORTS) – June 20-July 5.
* Apply, Ancona Chamber of Commerce, Fiera di Ancona, Ancona.

SCHEVENINGEN: INTERNATIONAL FISHERY EXHIBITION – July 17-29.
Apply, Mr. J. W. Tamboer, P.O. Box 99, The Hague, Holland.

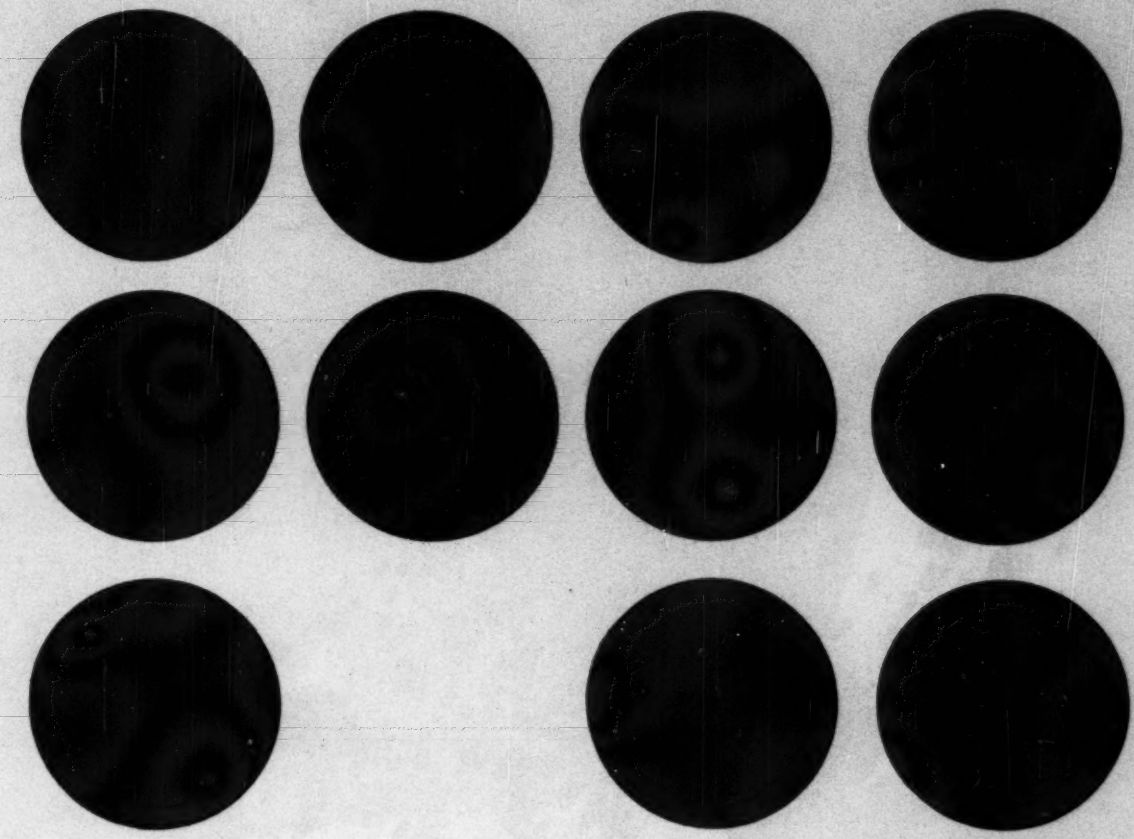
COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 10-16.
Apply, M. Carron, 3 rue La Boëtie, Paris 8.

Building, Public Works

ESSEN: 2ND GERMAN BUILDING EXHIBITION (DEUBAU) – June 4-14.
Apply, Baumesse der Industrie Baustaffe, Gemeinnutzige Ausstellungs-Gesellschaft, m.b.H., Norbertstrasse 2, Essen.

(*Continued page 1235*)



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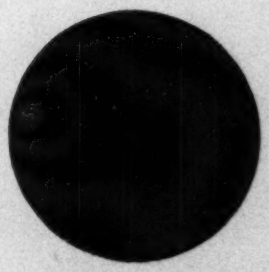

BRITISH EXHIBITION TOKYO 1965

17 September—3 October

Full details from BRITISH OVERSEAS FAIRS LIMITED
21 Tothill Street, London, S.W.1. ABBey 6376

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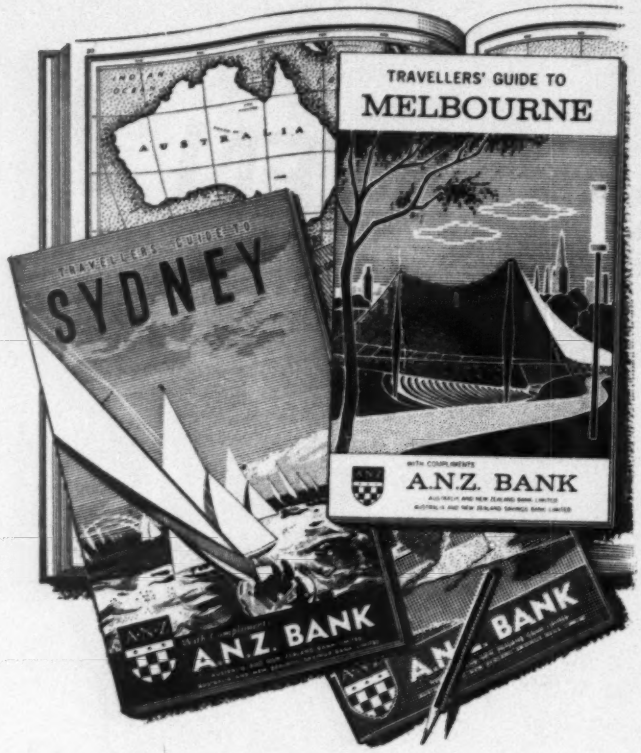

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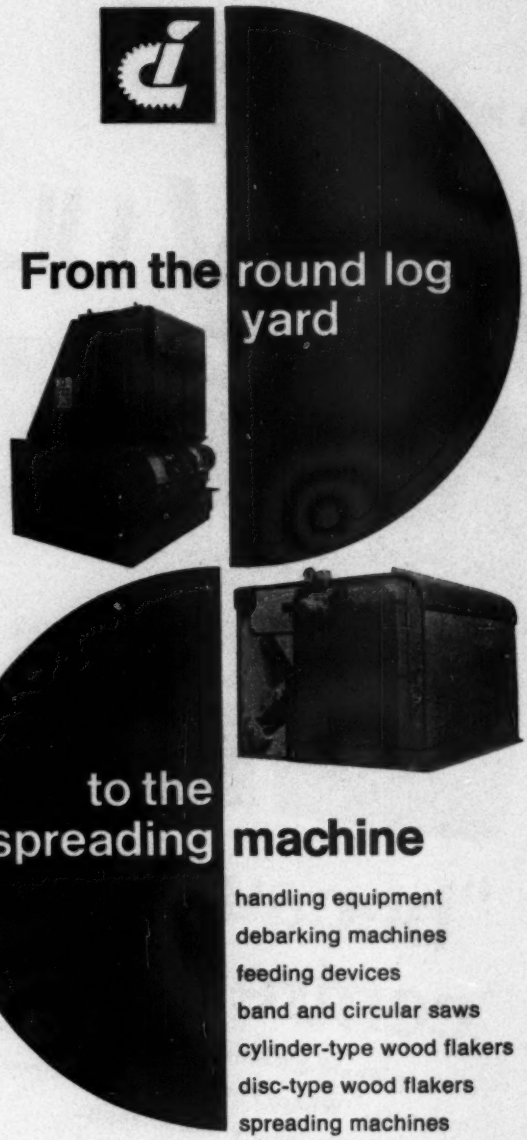

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MOSCOW: INTERNATIONAL BUILDING AND ROAD-MAKING MACHINERY AND CONSTRUCTION EQUIPMENT EXHIBITION – August 24-September 7, 1964.
Apply, The Federation of Manufacturers of Construction Equipment, 121 Queen Victoria Street, London, E.C.4. (Tel. Central 0311).

Capital Goods, Engineering, Machinery, Machine Tools, etc.

BELGRADE: 8TH INTERNATIONAL FAIR OF TECHNICS TECHNICAL ACHIEVEMENTS – May 24-June 2.
* Apply, Beogradski Sajam, Bulevar Vojvode Mlsica 14, Belgrade.

CHARLEROI: 6TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-27.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

TURIN: 14TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-30.
* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel. Perivale 5651).

HANOVER: MACHINE TOOLS EXHIBITION – September 20-29.
Apply, Verein Deutscher Werkzeugmaschinenfabriken Am Hauptbahnof 6, Frankfurt-am-Main.

STOCKHOLM: TECHNICAL FAIR – October 2-8.
Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.2. (Tel. Chancery 9011).

COPENHAGEN: 2ND INTERNATIONAL TECHNICAL FAIR (MACHINE TOOLS) – October 24-November 1, 1964.
Apply, U.F.E.S.A.S., Blaagaardsgade 17, Copenhagen, 17.

MILAN: INSTRUMENTATION AND AUTOMATION EXHIBITION – November 19-25, 1964.
* Apply, Strumentazione e Automazione, Milano, Via Marcona 15.

Chemicals

FRANKFURT: ACHEMA CHEMICAL ENGINEERING EXHIBITION AND CONGRESS – June 19-27.
Apply, Dechema Deutsche Gesellschaft für Chemisches Apparatewesen Dechema-Haus, Rheingau-Allee 25, Frankfurt.

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS AND DRUGGISTS (INDROFA) – September 24-28.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Electrical, Radio, Television, Electronics

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-9, 1964.
Apply, F. C. Urbach, International Advertising Ltd., 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952).

Foodstuffs, Hotel and Catering

ESSEN: HOTEL TRADES AND CATERING EXHIBITION – September 2-9.
* Apply, Gemeinnutzige Ausstellungsgesellschaft M.C.H., Essen, Norbertstrasse 2.

UTRECHT: 14TH INTERNATIONAL FOODSTUFFS AND BEVERAGE TRADE FAIR (ROKA) – September 7-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27.
† Apply, Verein Ausstellungspark e V., Theresienhohe 14, Munich 12.

PARMA: 19TH INTERNATIONAL FOODSTUFFS AND PACKING FAIR – September 20-30.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 8-19.
* Apply, M. Willard, 13 rue de Liège, Paris 9.

MONTPELIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

FRANKFURT: INTERNATIONAL HOTEL EXHIBITION – October 30-November 6.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

BERLIN: GERMAN RESTAURANT AND CATERING CONFECTIONERS' AND FOOD EXHIBITION – October 30-November 8.
† Apply, Berliner Ausstellungen, Masurenallee 5-15, Berlin-Charlottenburg 9.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES AND TRADE EQUIPMENT EXHIBITION – November 8-16.
† Apply, 42 rue du Louvre, Paris 1.

Furniture, Home, Household

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 14-22.
* Apply, Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 3-13.
Apply, Salon International du Chauffage, 178 Avenue Louise, Brussels, 5.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 4-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 5-13.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-9, 1964.
Apply, Associated Iliffe Press Ltd., European Media Division, Dorset House, Stamford Street, S.E.1. (Waterloo 3333).

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, M. Bouchery, Commissaire-Generale, Palais de la Foire, Lille.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commissariat General, Salon de l'Enfance, de la Jeunesse et de la Famille, 11 rue Anatole-de-la-Forge, Paris 17.

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – June 14-22.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-

Horticulture

VIENNA: INTERNATIONAL GARDEN SHOW – April 16-October 11.
Apply, Wiener Stadthalle-Stadion Betriebs- und Produktiensgesselschaft m.b.H., Vienna XV, Vogelweidstrasse 14.

Horological

BESANCON: 15TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 3-14.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besançon.

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wascherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

COLOGNE: I.F.M.A. INTERNATONAL CYCLE AND MOTOR CYCLE EXHIBITION – September 16-20.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL MOTOR AND MOTOR-CYCLE SHOW – October 1-11.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

HELSINGBORG: 'SJOFART 64' – INTERNATIONAL SHIPPING EXHIBITION – August 7-23.
Apply, A. B. Hälsingborgsutställningar, Hamntorget, Hälsingborg.

PARIS: INTERNATIONAL NAUTICAL EXHIBITION – September 26-October 11.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

(*Continued on next page*)

Sir Roderick Barclay, British Ambassador at Brussels (second left) with Mr. John Wraight (left), Commercial Counsellor, British Embassy, Brussels, seen on the British information stand on the 'British Day' of the fair.

Packaging

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING, INDUSTRIAL MACHINERY AND FOOD PROCESSING EXHIBITION (IPACK-IMA) – June 4-11.
Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 8-16.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (SEINE).

PARIS: INTERNATIONAL BOTTLING EXHIBITION – November 10-16.
† Apply, M. Carron, 3 rue La Boëtie, Paris, 8.

Plastics

MILAN: INTERNATIONAL PLASTICS EXHIBITION – September 19-27.
* Apply, Union Plast Viale, Teodorica 19, Milan.

Printing, Stationery, Office Machinery

FRANKFURT: BOOKS FAIR – September 17-22, 1964.
* Apply, Auslands-und Messeburo des Borsenvereins, Kleiner Hirschgrabel 10-12, Frankfurt-am-Main.

PARIS: INTERNATIONAL OFFICE EQUIPMENT (SICOB) – October 8-17.
* Apply, Salon International de la Equipement de Bureau, 6 Place de Valois, Paris.

Sports

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 24-27.
* Apply, SPODEX, 149 rue St. Honore, Paris 1 er.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT – November 8-10.
Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Surgical Instruments, etc.

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – October 10-18.
Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

Textiles

MILAN: 15TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS – June 4-9
Apply, Mrs. Ruth Stewart, 12 Montague Mansions, York Street, London W.1. (Tel. Hunter 4100).

DORNBIRN: 16TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR – July 11-19.
* Apply, Office of the Austrian Foreign Trade Representative 1, Hyde Park Gate, London, S.W.1. (Tel. Knightsbridge 6938).

OPORTO: INTERNATIONAL TEXTILE EXHIBITION – July 18-August 2.
Apply, Finextra Ltd., 213-214 Piccadilly, London, W.1. (Tel. Regent 3944/5).

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20.
* Apply, John E. Buck (Trade Fair Agencies Ltd.) 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR LADIES AND CHILDREN – October 4-9. Spring-Summer Collection.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O.) asbl), 53 rue du Progres, Brussels.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29.
* Apply, John E. Buck (Trade Fair Agencies Ltd.), 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – November 7-12.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 12-17, 1964.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1965 : General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 21-25, 1965.
Apply, Lep Transport, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15.
Apply John E. Buck (Trade Fair Agencies Ltd.), 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

1965 : Specialized

Agriculture, Agricultural Machinery, Dairy Industries and Livestock

BERLIN: GREEN WEEK – January 29-February 7, 1965.
* Apply, Berliner Ausstellungen, Berlin-Charlottenberg 9, Hammarskjold Platz 1-7.

Building, Public Works

BRUSSELS: BUILDING AND ACCESSORIES EXHIBITION (BÂTIMENT) – February 6-14, 1965.
Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION – March 1-7.
Apply, Dr. E. M. Bammalter, Pro Aqua Ltd., Basle 21.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 20-25, 1965.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

COLOGNE: INTERNATONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK – June 24-27.
Apply, Du Mont Publicity Company Limited, 18 Queensberry Place, London, S. V.7. (Tel. Kensington 1700.)

Chemicals

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER & PLASTICS) EXHIBITION – April 21-May 2.
Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

Foodstuffs, Hotel and Catering

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3, 1965.
† Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Furniture, Home, Household

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 18-21.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING – April 7-11.
* Apply, C.E.S. (Overseas) Ltd., 16 Blackfriars Lane, London, E.C.4.

BASLE: 3RD INTERNATIONAL HARDWARE EXHIBITION "INTERFEREX" – September.
Apply, Interferex Exhibition A.G. Talstrasse 66 Zurich 1.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 20-25.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1. Kaiserstrasse 108 112, Postfach 32.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 28-September 2.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1, Kaiserstrasse 108 112, Postfach 32.

Machine Tools, etc.

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3, 1965.
Apply, Geneinnutzige Ausstellungs Gesellschaft m.b.H., 2 Norbert Strasse, Essen.

Motor Cars, Motor Cycles, Cycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26, 1965.
* Apply, Verband Der Automobilindustrie ev Post Box 725347 Westendstrasse 61, Frankfurt-am-Main 16.

Nautical

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – February 26-March 7, 1965.
Apply: Admiral A.L.P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

Textiles

COLOGNE: INTERNATIONAL MILLINERY EXHIBITION (IFADA) – January 4-8, 1965.
* Apply, Fachverband Hut Industrie E.V. Schildergasse, 41-45 Cologne 4.

Toys

NUREMBURG: INTERNATIONAL TOY FAIR – February 14-19, 1965.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Poland

NEGOTIATIONS BETWEEN representatives of the United Kingdom and Poland under the five-year Anglo-Polish Trade Arrangement took place in London from May 21 and ended with the signing on May 29 of an Agreed Minute with annexed lists of goods relating to trade between the two countries during the 12 months ending June 30, 1965.

In an announcement to the House of Commons on January 28 the Secretary of State for Industry, Trade and Regional Development stated that he had decided to sanction removal of quota restrictions from the import of some manufactured goods from some Eastern Area countries subject to certain conditions (see *Board of Trade Journal* of January 31, 1964, page 196). As during the negotiations the Polish authorities gave satisfactory assurances in respect of the conditions, the new arrangements are on this new basis, which is intended to allow trade to develop more naturally and flexibly than has been possible hitherto under a rigid system of annual quotas. They are expected to give greater opportunities for trade to increase in both directions.

The list of goods which may be imported from Poland on Open General Licence is to remain unchanged, but the range of goods subject to specific licence is to be considerably reduced. The goods which will remain subject to specific licence have been divided into two lists – those for which quotas have been established (Annex A) and those for which there are to be no quotas for the time being (Annex B). It will be possible to import all other goods from Poland under Open Individual Licence. The new arrangements come into force on July 1, 1964.

Annexes A and B and the list for British exports (Annex C) are reproduced below for the benefit and information of traders.

ANNEX A

Polish Goods for Import into the United Kingdom during the period July 1, 1964, to June 30, 1965.

Item No.	Description	Quota £'000 c.i.f. unless otherwise specified	
1	Bacon		Tons 48,500 (a)
2	Butter		Tons 17,210 (a)
3	Canned ham and canned pork loin		1,700
4	Canned meat (not including ham, pork loin or poultry) the following:		2,700
	Canned meat (other than pig meat and poultry)	1,400	
	Canned meat (other than ham, pork loin and poultry)	1,300	
5	Dried, salted, smoked, pickled or cooked open pack meat		450
6	Poultry, canned or fully cooked as defined by the Poultry Carcasses Landing Order, 1955		235
7	Various food products, the following:		35
	Fresh water fish, including eels and carp	10	
	Canned and other preserved fish and herrings	25	
8	Cheese		35
9	Lactose		p.m.
10	Potatoes, other than new		p.m.
11	Beef, subject to animal and public health regulations		Tons 1,000
12	Poultry, fresh or frozen, subject to the Poultry Carcasses Landing Order		p.m.
13	Jams and jellies of apple, cherry, currant, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 1,100 tons blackcurrant, plum, raspberry and strawberry taken together)		Tons 1,400
14	Preserved cherries in barrels and canned or bottled fruit grown in Poland being any of the fruits specified in item 13 (of which not more than £50,000 for apples, pears, plums, strawberries and raspberries, taken together)		150
15	Fruit juices, sweetened and unsweetened, and fruit must, the following:		75
	Apple, blackcurrant and pear juices and syrups	40	
	Fruit must of apples, blackcurrants and pears	35	
16	Pulp of fruit grown in Poland being any of the fruit specified in item 13 (of which not more than 700 tons for strawberry, raspberry and apple taken together)		Tons 2,400
17	Apples and pears		Tons 225 (b)
	Period July 1 to December 31, 1964	60	Tons
	Period January 1 to June 30, 1965	165	Tons
18	Deep frozen fruit being any of the fruit specified in item 13 (of which not more than 50 tons for strawberries and raspberries)		Tons 750
19	Fresh vegetables being asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, shallots, green peas, new potatoes, radishes, spinach, tomatoes and turnips		(c)
20	Frozen vegetables being onions, rhubarb and any of the vegetables specified in item 19 except tomatoes		(c)
21	Canned or bottled vegetables being any of the specified vegetables in item 20		(c)
22	Dried vegetables being any of the vegetables specified in item 20		(c)
23	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot, cauliflower or onions		(c)
24	Vegetables provisionally preserved containing cauliflower or onions		(c)
25	Onions (of which not more than (c) during the period August 1 to November, 30)		(c)
26	Mineral waters		5
27	Sporting ammunition		5
28	Table and fancy pottery (of which not more than £15,000 for ornamental ware)		100
29	Flat glass less than 3 mm. nominal in thickness		100
30	Cement, ground		300
31	Glass Christmas tree ornaments		60
32	Handicraft textile articles (subject to type)		20
33	Toys of all kinds including dolls and parts of pedagogical toys		230
34	Matches		20
35	Textile haberdashery (subject to type)		50
36	Fabrics and made-up goods (other than clothing, lace or net) of cotton		120
37	Fabrics and made-up goods (other than clothing) of wool		5
38	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		120
39	Plush fabrics (of which not more than £40,000 for fabrics made wholly or mainly of cotton)		120
40	Linen fabrics and manufactures thereof:		
	(a) Linen tea towels and towelling sq. yds.		90,000 (d)
	(b) Other		41
41	Ready-made clothes of textile materials (of which not more than £70,000 for clothes wholly or mainly of cotton)		250
42	Stockings and socks		80
43	Tanned pig skins		70
44	Rough tanned calf skins		20
45	Leather gloves		20
46	Rubber footwear		75
47	Enamel hollow-ware		50
48	Cutlery and parts (of which not more than £5,000 for stainless steel cutlery and parts)		15
49	Alarm clocks (other than electric) and parts		15
50	Fishing tackle		8
51	Domestic sewing machines		25
52	Binoculars and parts, including lenses and other optical elements		10
53	Compound optical microscopes and parts, including lenses and other optical elements		5
54	Aircraft of an all up weight over 4,500 lbs.		p.m.
55	Yachts and pleasure boats less than 120 feet in length		50
56	Bicycles and parts		30
57	Motorbicycles, scooters, mopeds and spare parts		10
58	Electronic valves and tubes		30
59	Transistorized radio and television receivers and semi-conductors		30

Notes

(a) Basic quota for the period April 1, 1964 to March 31, 1965, under the general arrangements of this commodity.

(b) Licences will be allocated by the United Kingdom authorities.

(c) Amount is to be agreed later.

(d) Quota for the year ending December 31, 1964.

(Continued on next page)

UK AND POLAND, *continued*

ANNEX B

Imports into the United Kingdom

Goods which remain subject to specific licence but which have not been included in Annex A for the 12 months ending June 30, 1965.

The following goods as defined in the First Schedule to the United Kingdom Open General Import Licence:
- Arms and ammunition
- Feathers of birds and articles consisting wholly or partly of feathers
- Radioactive substances
- Cigars

Goods under Chapter 1 to 4, 6, 9 to 12, 15 to 19, 21 and 23 of the United Kingdom Customs Tariff not included in Annex A and not being live horses, horse meat, dead rabbits and rabbit meat, fully cooked prepared lunches and ready-made dishes (frozen or in airtight containers), vine leaves, tree and bush seeds, clover seeds, canary seeds, corn on the cob, buckwheat, chocolate confectionery, halva, or goods under headings 04-06, 15-05, 15-11, 15-14 to 15-17, 17-04, 19-03, 19-07 and 19-08, 21-03 and 21-05.

Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries dried or provisionally preserved (other than pulp) included in Annex A

Vegetables preserved not included in Annex A (not being frozen, dried, canned, bottled, preserved in vinegar or acetic acid or provisionally preserved) any of the following:
asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, onions and shallots, green peas, new potatoes, radishes, rhubarb, spinach and turnips.

Vegetable juices not being tomato juice

Main crop potatoes

Fruit and citrus pectin

Goods under headings 08-13, 20-04, 22-01, 22-02, 22-07, 22-08 and 29-43 of the United Kingdom Customs Tariff not included in Annex A

Osiers and willows

Goods under Chapter 27 of the United Kingdom Customs Tariff not included in Annex A not being goods under heading 27-06

Benzene (including benzole), toluene and xylenes

Tanned hides and skins not included in Annex A

Man-made fibres

Textiles, including yarns, and textile articles not included in Annex A, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner

Headgear and parts thereof not included in Annex A

Fur bodies and fur shells

Domestic pottery not included in Annex A

Watches and watch movements of a value not exceeding £5 each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof not included in Annex A (other than electric clocks); clock glasses, including those of synthetic material; clock cases, or parts thereof, which do not, at the time of importation, encase a clock movement)

Accessories and components (excluding chains) for motor bicycles, motor scooters, mopeds, and pedal bicycles

Boats for pleasure and commercial use under 120 feet in length not included in Annex A

Boat equipment

Typewriters and parts

ANNEX C

United Kingdom Goods for Import into Poland during the period July 1, 1964, to June 30, 1965

PART I

Note: The Government of Poland has undertaken to give general facilities for the import of goods not listed in Part II of this list, and to give facilities especially for the following types:

Animals for breeding

Various seeds

Cotton yarn and silk yarns

Man-made fibres and man-made fibre yarns, including cordage yarn and non-tarnishing metallic thread

Nets, netting, cordage, cables, ropes and twine of all kinds

China clay

Vitreous enamelling frits

Veneers

Leather and glues for the leather industry

Leather cloth and table oil baize

Chemicals and pharmaceuticals not elsewhere specified

Plastic materials, including sheeting and floor coverings; PVC belting, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates

Dyestuffs and auxiliary materials, including intermediates, for the production of dyes

Pigments (including titanium) and aluminium paste; printers' ink

Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, printers' blankets and gutta percha products, and latex compounds

Various paper and paper products, and transparent cellulose film

Mineral manufactures, including asbestos, carbon and graphite products, silicon carbide products, crucibles and refractories, thermal insulation and abrasives

Glassware

Building materials

Civil engineering, building and constructional plant and equipment, industrial trucks, and mechanical handling equipment (including excavator cranes and hoists)

Complete factories and plant

Machine tools

Pumps, air and gas compressors, and industrial valves

Ball and roller bearings

Machinery and equipment for the typographic (printing and book-binding machinery) and graphic arts industries, and parts

Machinery and equipment (and parts) for the following industries:
chemical and pharmaceutical; food and drink preparing, processing, packing, bottling and sterilizing; textile and fibre working (including industrial sewing machines); mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve making; laundry and dry cleaning; boot and shoe making and repairing; radio and television (including valves, tubes and other components); agricultural and horticultural (including tractors)

Machinery belting and fire resistant belting

Refrigerating equipment and parts (industrial and commercial)

Portable power tools not elsewhere specified

Civil airliners, aero engines and aircraft equipment

Ships

Marine engines (over 1,500 b.h.p.) and parts

Other internal combustion engines and parts

Marine generators, and auxiliary equipment therefor

Ships' fittings and equipment including chain and chain cable

Navigation and signalling equipment, including sextants

Communication, navigational aid and radar equipment

Radio and television equipment of all kinds not elsewhere specified, including components and parts

Telecommunication equipment

Boilers and boiler plant, and parts

Equipment for electrical power-stations, including transformer sub-station rectifiers and high and low tension apparatus

Furnaces and parts thereof

Diesel driven generating sets and turbo blowers of all kinds

Electric motors (including fractional horse-power motors)

Electrical cables, wires, strips and strands, including PVC and other insulated

Electrical insulating products of all kinds

Commercial vehicles, chassis and parts; service station technical equipment

Railway locomotives, rolling stock and equipment, including springs

Tools, implements and engineers' gauges and measuring instruments

Welding and gas cutting equipment

Scientific, industrial, medical, dental, optical instruments and equipment of all kinds

Cinematograph apparatus and equipment

Automatic data processing equipment

Office machinery, including typewriters, calculating machines, and duplicators and plates and supplies therefor

Weighing machinery

Fire extinguishing equipment

Precision chain and special screws

Liquid gold, liquid platinum, lustres

Enamel colours for glass and pottery

Platinum gauzes, and platinum-Rhodium thermocouple wire, and platinum metal catalysts

Tungsten and vanadium carbide

Ferro Vanadium 50 per cent

Alloys of copper used in the manufacture of components for switchgear

Parts for vehicles

Ferrous metals and manufactures

Non-ferrous metals and manufactures

Adhesive tapes of all kinds

Films exposed

PART II

The following specific quotas are established:

Item No.	Description	Quota £'000	
1	Textiles not elsewhere specified, the following:		160
	Wool piece goods	50	
	Man-made fibre fabrics	40	
	Lace and lace net	10	

Item No.	Description	Quota £'000	
	Cotton fabrics, cashmere-felt and tanners' plush, elastic fabric and elastic net, linen harness thread, narrow fabrics and textile consumer goods not elsewhere specified	60	
2	Clothing and footwear, the following:		145
	Footwear	5	
	Hosiery and knitwear	80	
	Clothing not elsewhere specified, including headwear	60	
3	Paints and varnishes		60
4	Domestic electrical appliances and equipment of all kinds		25
5	Domestic radio and television equipment, components and parts thereof, including valves and transistors		60
6	Photographic paper, roll films, sheet film and plates including X-ray membranes, sensitized, and micro-film for document copying and recording		60
7	Vehicles, the following:		190
	Motor cars, and chassis thereof	150	
	Motor cycles, including scooters and mopeds and parts	30	
	Bicycles and parts	10	
8	Technical equipment, the following:		50
	Sewing machines (domestic) and parts, including needles	10	
	Tape recorders and parts, and recording tapes, record players and gramophones with electric amplifiers, and parts	40	
9	Periodicals and books		200
10	Fish of all descriptions, including herring		75
11	Miscellaneous foodstuffs, the following:		275
	Coffee and coffee and chicory extracts and essences	40	
	Cocoa powder	25	
	Blended and other teas	25	
	Flavouring essences, essential oils and food colours, and sauces	10	
	Whisky and other spirits, and beer	55	
	Chocolate and sugar confectionery	15	
	Medicinal cod liver oil produced in the United Kingdom	15	
	Biscuits	10	
	Medicinal herbs	30	
	Other foodstuffs not elsewhere specified, and pectin	50	
12	Miscellaneous consumer goods, the following:		400
	Polishes, creams and dressings for footwear, furniture, floors, metal and stoves	20	
	Toilet preparations, soap, cosmetics and raw materials therefor	55	
	Razors and razor blades	40	
	Cutlery	5	
	Mechanical lighters (including electrical)	5	
	Jewellery, including costume jewellery	5	
	Cigarettes and tobacco	10	
	Musical instruments and equipment, including felts for musical instruments and pianoforte key ivory	10	
	Sports goods and toys	20	
	Brushes, industrial and artistic	10	
	Ink, fountain pens, ball-point pens and other writing accessories, including stainless steel nibs	25	
	Gramophone records including language teaching records	20	
	Leather and plastic articles and gloves	15	
	Non-industrial liquid fuelled, heating, lighting and cooking apparatus	5	
	Other consumer goods, including flat ware, table hollow-ware, pressure cookers, linoleum and electrical goods not elsewhere specified	155	

Switzerland and the Malagasy Republic

THE SWISS Handelsamtsblatt of March 24, 1964, announced that on March 17, 1964, an Agreement on Trade, Protection of Investments and Technical Co-operation was signed in Berne between Switzerland and the Malagasy Republic. The Agreement entered into force as from the date of signature and will remain valid until December 31, 1965. It may be tacitly renewed from year to year.

The Swiss Government will continue to grant the same facilities as are at present accorded to goods from the Malagasy Republic, and in particular the import without quota restriction on various agricultural products including: coffee, cereals, spices; and other items including mineral products, raw hides and skins, straw hats, and unworked semi-precious stones.

The Government of the Malagasy Republic will authorize the import of Swiss products covering: milk and milk products, miscellaneous chemicals, textiles, electrical and mechanical equipment, photographic appliances and accessories, watches and clocks and miscellaneous manufactures, etc.

An English text of this notice is held by the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Sweden and Bulgaria

THE SWEDISH Ministry of Foreign Affairs have announced that a protocol to the 1963 three year Trade Agreement between Sweden and Bulgaria was signed in Sofia on April 9, 1964.

New quotas, slightly adjusted in some cases, but otherwise similar to those covering the year up to the end of March 1964, have been fixed for the twelve month period beginning on April 1, 1964.

Trade figures for 1962 and 1963 are as follows:

	Swedish Kronor Million	
	1962	1963
Imports into Sweden from Bulgaria	6·5	9·0
Exports from Sweden to Bulgaria	8·0	8·4

All inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2258), quoting CRE 5979G.

Iraq and Finland

A TECHNICAL AND ECONOMIC co-operation agreement between Iraq and Finland was signed in Baghdad on May 11.

It is reported that Finland will offer facilities under this agreement for Finnish companies to undertake projects in Iraq and extend technical assistance and training to Iraq. The agreement also provides for the formation of a mixed committee to study technical, economic and financial aspects of Iraqi projects.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Cuba and Sweden

H.M. EMBASSY in Havana report that on May 11, 1964, a Protocol was signed there prolonging for a further three-year period up to December 31, 1966 the Trade Agreement between Cuba and Sweden of December 12, 1957. No further information about the Protocol is available.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Oil Additives for Argentine State Oilfields. June 19. E.S.B. 16400/64.

Oilfield Plant Project for Argentine State Oilfields. August 12. E.S.B. 15971/64.

AUSTRALIA

Conductor for State Electricity Commission, Queensland. June 17. E.S.B. 15778/64.*

Locomotives for Victorian Railways. (Further Information.) Closing date postponed to June 24. E.S.B. 12416/64.*

Hydro-Electric Commission, Tasmania:

Generating Plant. September 15. E.S.B. 15982/64.*

Generating Plant. October 6. E.S.B. 15983/64.*

Electricity Commission of New South Wales:

Switchgear Control Unit. June 22. E.S.B. 15797/64.*

Voltage Regulators. June 29. E.S.B. 15796/64.*

Water Treatment Plant. June 29. E.S.B. 15798/64.*

Postmaster-General's Department, Melbourne:

Bimotional Switch Parts. July 9. E.S.B. 15773/64.*

Switch Maintenance Parts. June 30. E.S.B. 15772/64.*

Television Line Transmission Equipment. October 22. E.S.B. 15940/64.*

Resistance Wire. July 9. E.S.B. 15934/64.*

Telecommunication Plugs. July 16. E.S.B. 15935/64.*

Switchboard Keys and Parts. July 21. E.S.B. 15936/64.*

Telephones. July 23. E.S.B. 15937/64.*

Telephone Parts. July 28. E.S.B. 15938/64.*

Telecommunication Jacks. July 30. E.S.B. 15939/64.*

BURMA

Electrical Equipment, Material and Hardware for Electricity Supply Board. June 29. E.S.B. 15763/64.*

Director of Procurement, Defence Department:

Air Compressors. June 25. E.S.B. 15771/64.*

Air Conditioning Plant. June 20. E.S.B. 15764/64.*

People's Stores Corporation, Rangoon:

Building Materials. June 30. E.S.B. 15965/64.*

Textiles. June 27. E.S.B. 15969/64.*

M.S. Bright Hoops. June 30. E.S.B. 15970/64.*

Bailey Bridge Parts. June 19. E.S.B. 15769/64.*

Cycle Tubes. June 17. E.S.B. 16398/64.*

Mechanical Lighter Materials. June 16. E.S.B. 16501/64.*

Hospital Equipment. June 19. E.S.B. 16503/64.*

M.S. Sheets. June 30. E.S.B. 15968/64.*

M.S. Plates. June 30. E.S.B. 15964/64.*

Flags and Bunting. Closing date not yet known. E.S.B. 15967/64.

Pumps. June 30. E.S.B. 16502/64.*

Ropeway Bridge Parts. June 19. Tender documents now available for loan. E.S.B. 15768/64.*

Tyres and Tubes. June 19. E.S.B. 15770/64.*

CEYLON

Woodworking Machinery for Ceylon Plywoods Corporation, August 20. E.S.B. 15787/64.*

Ministry of Health and Housing:

X-ray Protective Equipment. August 11. E.S.B. 15782/64.*

X-ray Films and Chemicals. August 11. E.S.B. 15783/64.

M.S. Plates for Ministry of Finance. (Further Information.) E.S.B. 14306/64.*

COLOMBIA

Irrigation Channel Construction for Institute Colombiana de la Reforma Agraria. June 26. E.S.B. 15742/64.

Diesel Road Roller for Corporcion Autonoma Reginal de la Sabana de Bogota. June 18. E.S.B. 16345/64.*

Telecommunication Project for Empresa Nacional de Telecumicaciones. September 15. E.S.B. 7437/63.

Municipality of Bogota:

Fire-fighting Equipment. June 22. E.S.B. 13278/64.*

Slaughterhouse Modernization. (Advance Information.) E.S.B. 15745/64.

COSTA RICA

Transformers for Instituto Costarricense de Electricidad. August 4. E.S.B. 16344/64.*

ECUADOR

Road Maintenance Equipment for Ministerio de Obras Publicas. July 1. E.S.B. 16338/64.*

EGYPT

General Organization for Executing the Five-Year Industrial Plan:

Coal Mining Equipment. June 20. E.S.B. 13775/64.*

Paper Plant. Closing date postponed to July 11. E.S.B. 6275/64.*

Egyptian Railways:

Hopper Wagons. June 20. (Further Information.) E.S.B. 30922/63.*

Shackle Couplings. June 29. E.S.B. 15734/64.

Ball Bearings. June 27. E.S.B. 15735/64.

EL SALVADOR

Hospital Oxygen Apparatus and Equipment for Salon de Concursos. (Further Information.) Closing date postponed to June 26. E.S.B. 39071/63.*

FINLAND

Road Maintenance Equipment for National Board of Public Roads and Waterways. (Advance Information.) Closing date not known. E.S.B. 15901/64.*

FORMOSA

Electrical Control Devices for Shihmen Development Commission. June 20. E.S.B. 15916/64.*

Central Trust of China:

Lead Sheets. June 25. E.S.B. 16508/64.*

Refractometer. June 25. E.S.B. 16374/64.*

Medical Equipment. June 24. E.S.B. 16375/64.*

Medical Instruments. June 24. E.S.B. 16376/64.*

Steel Boiler Tubes. June 24. E.S.B. 16377/64.*

Air Compressor, June 30. E.S.B. 16378/64.*

Phosphor Bronze Cloth. June 25. E.S.B. 16379/64.*

Tyres and Tubes. June 16. E.S.B. 15911/64.*

Paper. June 17. E.S.B. 15906/64.*

Flexible Hoses. June 24. Tender re-issued. E.S.B. 4968/64.*

Steel Tubes. June 22. E.S.B. 15576/64.*

Miscellaneous Electrical Equipment; Lawn Mowers. June 19. E.S.B. 15584/64.*

Jumper Clamp Sets. June 22. E.S.B. 15588/64.*

Adhesive. June 22. E.S.B. 15590/64.*

Convection Oven. June 19. E.S.B. 15597/64.*

Chlorinator. June 19. E.S.B. 15598/64.*

Storage Batteries. June 18. E.S.B. 15910/64.*

Barometers. June 18. E.S.B. 16373/64.*

Scientific Testing Equipment. June 18. E.S.B. 16505/64.*

Chemical. June 26. E.S.B. 16380/64.*

Centrifuge, June 25. E.S.B. 16381/64.*

Mild Steel Beam. June 30. E.S.B. 16382/64.*

Pump. June 29. E.S.B. 16383/64.*

Overhead Line Equipment. June 25. E.S.B. 16384/64.*

Asbestos Sheet. June 29. E.S.B. 16385/64.*

Bushing and Washers. June 19. E.S.B. 16506/64.*

Cellulose Sheets. June 22. E.S.B. 16507/64.*

Cutting Machine. June 24. E.S.B. 16510/64.*

Stainless Steel Pipe Fittings. (Further Information.) June 18. E.S.B. 8401/64.*

Packing Materials. June 26. E.S.B. 16386/64.*

Steel Plates and Tubes. June 24. E.S.B. 16387/64.*

Drilling Equipment. June 29. E.S.B. 16388/64.*

GREECE

Ministry of Trade:

Stamp Cancelling Machines. July 9. E.S.B. 15944/64.*

Office Machinery and Equipment. June 23. E.S.B. 15945/64.*

Hellenic State Railways:

Permanent Way Equipment. June 23. E.S.B 15943/64.*

Lubricating Oils. June 26. E.S.B. 15946/64.*

Lubricating Oil. June 26. E.S.B. 15948/64.*

Lubricating Oils. June 26. E.S.B. 15949/64.*

Lubricating Oil and Greases. June 26. E.S.B 15947/64.*

INDIA

Annealing Furnace and Surface Grinder for Indian Telephone Industries Ltd. June 19. E.S.B. 15723/64.

Construction of a Pressure Tunnel for the Government of Maharashtra. (Advance Information.) Closing date not known. E.S.B. 16331/64.

Crane for Mechanical Stores Division, Dapuri. June 17. E.S.B. 16362/64.

Crane for Gujarat Electricity Board. (Further Information.) June 19. E.S.B. 11379/64.*

Lightning Arresters for Rajasthan State Electricity Board. (Further Information.) June 16. E.S.B. 14671/64.*

Oxygen Plant for Procurement Circle, Talwara. (Further Information.) Tender documents now available. June 23. E.S.B. 14669/64.*

Printing Types for Directorate-General of Supplies and Disposals. June 19. E.S.B. 16334/64.*

Railway Wheels and Axles for Integral Coach Factory, Perambur. June 18. E.S.B. 15537/64.*

Rectifier Sets for General Railway, Bombay. August 18. E.S.B. 16346/64.

(*Continued on page* 1243)

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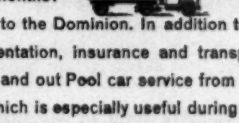

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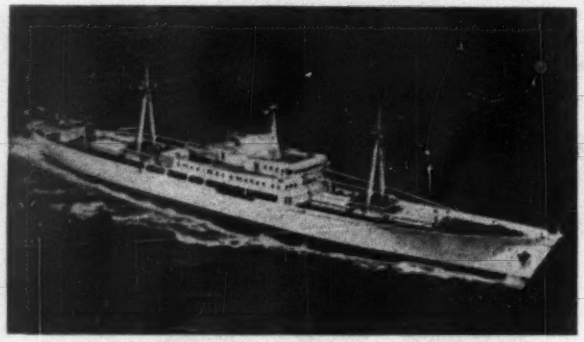

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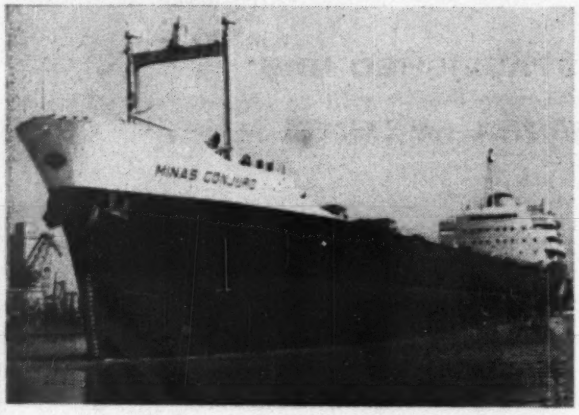

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Sand Pump and Separator for National Coal Development Corporation. June 16. E.S.B. 15728/64.*
Transmission Towers and Lines for U.P. State Electricity Board. (Further Information.) July 10. E.S.B. 14670/64.
Steam Cleaner for Madras Port Trust. June 30. E.S.B. 15726/64.*
Atomic Energy Establishment, Trombay:
Exhalographs. (Further Information.) June 29. E.S.B. 15274/64.*
Induction Heater. June 17. E.S.B. 16330/64.
Madras Electricity System (Distribution):
Generating Machinery; Switchgear. (Further Information.) August 14. E.S.B. 15241/64.*
Transformers. July 9. E.S.B. 15752/64.*
Punjab State Electricity Board:
Copper Conductor. (Further Information.) July 6. Tender documents now available. E.S.B. 13064/64.*
Copper Conductor. (Further Information.) June 19. Tender documents now available. E.S.B. 13053/64.*
Transformers. (Further Information.) June 16. Tender documents now available. E.S.B. 13058/64.*
New Government Electric Factory:
Bushings. (Further Information.) Extended to June 20. E.S.B. 14696/64.*
Insulating Materials. (Further Information.) June 20. E.S.B. 14694/64.*
Insulation Oil. (Further Information.) Extended to June 20. E.S.B. 14688/64.*
Grease and Paste; Paint. (Further Information.) Extended to June 20. E.S.B. 14689/64.*
Copper, Conductor; Rods and Bars. (Further Information.) Extended to June 20. E.S.B. 14695/64.*

IRAN

Corrugated Iron for Iranian State Railways. August 11. E.S.B. 15792/64.*
Paper for Iranian Tobacco Monopoly. (Further Information.) Closing date postponed to July 15. E.S.B. 14364/64.*
Boot Making Machinery for Imperial Iranian Army. August 1. E.S.B. 15784/64.*
Dies and Tapering Tools for Imperial Iranian Embassy. July 14. E.S.B. 15595/64.

IRAQ

Stationery for Ministry of Defence. (Further Information.) June 28. Tender documents now available. E.S.B. 15521/64.*
Tyres and Tubes for Administration for Distribution and Oil Products (Stores and Purchases Dept.), Baghdad. June 17. E.S.B. 15985/64.
Central Foreign Purchasing Board in Ministry of Finance, Baghdad:
Bedding. July 12. E.S.B. 15990/64.
Dried Plasma. June 28. E.S.B. 15991/64.
Iraqi Ports and Administration:
Cast Iron Pipes and Fittings. July 2. E.S.B. 15987/64.
Electric Fans. June 25. E.S.B. 15988/64.
Timber. June 25. E.S.B. 15989/64.

IRISH REPUBLIC

Pumping Plant for Galway County Council. June 27. E.S.B. 15775/64.

IVORY COAST REPUBLIC

Agricultural Anti-Erosion Project for Ministry of Agriculture. Closing date not known. E.S.B. 15727/64.

KENYA

Sulphate of Alumina for Nairobi Town Hall, Nairobi. June 29. Tender documents now available for loan. E.S.B. 15921/64.*
Tyres and Tubes for County Council of Kipsigis. June 21. E.S.B. 15902/64.

KUWAIT

Cartridge Fuse Links for Ministry of Electricity and Water. June 21. E.S.B. 15932/64.*

LEBANON

Railway Tankers for Lebanese State Railway. July 2. E.S.B. 15950/64.*

MOROCCO

Public Lighting System for Haut Commissariat a' la Reconstruction d'Agadir. Closing date not known. E.S.B. 15745/64.*

MOZAMBIQUE

Fire Fighting Vehicles and Equipment for Civil Aeronautical Department. July 1. E.S.B. 16517/64.
Tank Lorry for Lourenco Marques Municipality. June 26. E.S.B. 16515/64.

NEW ZEALAND

Cable for Municipal Electricity Dept., Christchurch. June 23. E.S.B. 16329/64.*
Communication Equipment for Dunedin City Corporation Electricity Department. July 31. E.S.B. 16332/64.*
Paper for Government Printing Office. June 30. E.S.B. 16369/64.*
Pumps for Napier City Council. June 29. E.S.B. 16326/64.*
Transformers for Auckland Electric-Power Board. July 31. E.S.B. 15779/64.*
Ministry of Works:
Cotton Organdie. June 30. E.S.B. 16333/64.*
Tape. June 22. E.S.B. 15780/64.*
New Zealand Electricity Department:
Generators. September 29. E.S.B. 16368/64.*
Turbines. September 29. E.S.B. 16370/64.*
G.P.O., Wellington:
Dynamotors. June 30. E.S.B. 16328/64.
Electrical Loading Coils and Cases. June 23. E.S.B. 15737/64.*
Electrical Resistors. July 6. E.S.B. 16520/64.*
Locks. June 30. E.S.B. 16327/64.*
Pencils. June 26. E.S.B. 15931/64.*
Trenching Machine. June 25. E.S.B. 15781/64.*

PAKISTAN

Director General, Telegraph and Telephone, Karachi:
Air Conditioning Equipment. June 22. E.S.B. 15705/64.*
Air Conditioning Equipment. June 22. E.S.B. 15706/64.
Telegraphic Equipment. June 29. E.S.B. 15707/64.
Wireless Equipment. June 29. E.S.B. 15708/64.
Wireless Equipment. July 14. E.S.B. 15709/64.
T. & T., Karachi:
Telegraphic Equipment. (Further Information). June 29. E.S.B. 15707/64.*
Wireless Equipment. (Further Information). June 29. E.S.B. 15708/64.*
Wireless Equipment. (Further Information). July 14. Tender documents now available. E.S.B. 15709/64.*

PERU

Port Works for Ministry of Housing. August 13. E.S.B. 15596/64.

PHILIPPINES REPUBLIC

Railway Equipment for Manila Railroad Co. June 30. E.S.B. 15252/64.

PORTUGAL

Electronic Valves for Direccao do Servico de Material do Estado. June 25. E.S.B. 15561/64.

PORTUGUESE WEST AFRICA

Engineering Laboratory Equipment for Laboratorio de Engenharia de Angola. (Further Information.) July 14. E.S.B. 15244/64.*
Motor Pump Set for Ports, Railways and Transport Department. June 19. E.S.B. 15738/64.

SAUDI ARABIA

Consultancy Service for Directorate General of Civil Aviation. June 30. E.S.B. 15795/64.*

SOUTH AFRICA

Cable for Transvaal Provincial Administration. July 26. E.S.B. 16321/64.*
Staples for Provincial Administration for the Cape of Good Hope. June 24. E.S.B. 16341/64.*
Locomotives for South African Railways, Johannesburg. June 19. E.S.B. 15993/64.*
State Tender Board:
Aluminium Charges; Caustic Soda Charges. June 18. E.S.B. 16318/64.*
Centrifuge. June 22. E.S.B. 16319/64.*
Crane Modification. June 16. E.S.B. 15553/64.*
Rectifiers. June 17. E.S.B. 15955/64.*
Soft Solder. June 17. E.S.B. 15956/64.*
Telegraph Channelling Systems. June 17. E.S.B. 15957/64.*
Radio Aerial Masts. June 24. E.S.B. 15959/64.*
Vehicle. August 18. E.S.B. 16316/64.*
Laboratory Equipment. June 22. E.S.B. 16317/64.*
Vehicle Chassis and Assemblies. June 22. E.S.B. 15557/64.*

SOUTH VIETNAM

Central Purchasing Authority:
Laboratory Equipment. June 17. E.S.B. 15790/64.*
Welding Electrodes and Accessories. June 24. E.S.B. 15925/64.*
Tuy Hoa Sugar Corporation:
Agricultural Equipment. June 23. E.S.B. 15961/64.*
Vehicles and Workshop Equipment. June 23. E.S.B. 15962/64.*
Sugar Refinery Project. June 23. E.S.B. 15960/64.*

SOUTHERN RHODESIA

Southern Rhodesian Government:
Fire Fighting Equipment. June 19. E.S.B. 15923/64.
Stainless Steel Tableware. June 26. E.S.B. 15922/64.

SPAIN

Crane Buckets for Ministerio de Obras Publicas. June 17. E.S.B. 15928/64.

SUDAN

Paper for Government Printing Press. June 30. E.S.B. 15718/64.
Jute Bags for Ministry of Commerce, Industry and Supply. July 5. E.S.B. 15998/64.
Teleprinter Paper and Tapes for Department of Posts and Telegraphs. June 18. E.S.B. 15715/64.*
Sudan Railways:
Bearing Metal Ingots. June 16. E.S.B. 15710/64.*
Axle-Lubricating Oil. June 23. E.S.B. 15713/64.*
Wool Waste. June 24. E.S.B. 15995/64.*
Department of Stores and Equipment:
Cutlery; Holloware. June 22. E.S.B. 15999/64.
Blankets. June 25. E.S.B. 16302/64.
Paper; Stationers' Sundries. June 20. E.S.B. 16301/64.
Sports Equipment; Scales. June 22. E.S.B. 16000/64.
Textiles. June 20. E.S.B. 16303/64.

THAILAND

Aluminium Foil for Thailand Tobacco Monopoly. June 19. E.S.B. 15976/64.
Insulating Material for Metropolitan Electricity Authority. June 30. E.S.B. 15980/64/D.L.F.*
Anaesthetic Machines for Medical Service Department. June 25. E.S.B. 15977/64.*
The Government Pharmaceutical Laboratories:
Chemicals. June 19. E.S.B. 15978/64.
Cresylic Acid B.P. June 22. E.S.B. 15979/64.

TUNISIA

Copper Wire and Cable for Société Tunisienne de l'Electricité et du Gaz. June 16. Tender documents in French available. E.S.B. 16504/64.*

TURKEY

Cables and Fittings for Cement Industry Corporation. June 20. E.S.B. 15942/64.*
Cartographic Reproduction Apparatus for Bank of the Provinces. June 25. Tender documents available, conditions in English and schedule of requirements in Turkish. E.S.B. 15930/64.*
Karabük Iron and Steel Works:
Construction of Coke Ovens. Closing date not known. E.S.B. 15984/64.*
Foundry Pig Iron. Closing date not yet known. E.S.B. 15929/64.*
PTT Genel Mudurlugu, Ankara:
Wagon Signalling Equipment. June 26. E.S.B. 15941/64.*
Steel Wire Rope. June 29. Tender documents in Turkish available. E.S.B. 15933/64.*
State Hydraulic Works:
Turbine and Accessories. (Prequalification Information). Apply by June 24. E.S.B. 16365/64.
Electrical Equipment. (Prequalification Information). Apply by July 3. E.S.B. 16366/64.

UNITED STATES OF AMERICA

Generator Set for Washington Public Power Supply System. June 26. E.S.B. 16340/64.
Switchgear and Equipment for U.S. Army Engineer District, Portland. July 14. E.S.B. 16342/64.*
Bureau of Reclamation, Denver:
Autotransformers. June 23. E.S.B. 15992/64.*
Passenger Elevator. June 23. E.S.B. 16367/64.*
Power Circuit Breakers. June 16. E.S.B. 15924/64.*

URUGUAY

Milk Receiving Stations Plant for Departmento de Compras. September 28. E.S.B. 15791/64.*

VENEZUELA

Switches; Transformers; Lightning Rods for Corporacion Venezolana de Guayana. August 18. E.S.B. 15920/64.

A mission from the Federation of Manufacturers of Construction Equipment visited Helsinki recently to look into the possibilities of expanding exports of British construction equipment to Finland. During their three-day visit they had meetings with distributors and users. From left to right: Mr. K. Maijala, deputy chairman, Mr. K. Mala, chairman, Central Association of Finnish Earthmoving Contractors; Mr. T. W. Stanier, London manager, Marshall Fowler Group; and Mr. P. Hilden, manager, Transport Equipment Department, Oy. E. Sarlin Ab.

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries

Algeria
Inquiry for screening and pelletizing plant. (E.S.B. 12581/64.)

Australia
Agency inquiry for toilet requisites. (E.S.B. 16039/64.)
Miscellaneous Agencies. (E.S.B. 14300/64.)
Inquiry for ceramic materials and equipment; tableware. (E.S.B. 15816/64.)
Inquiry for packaging machinery. (E.S.B. 16173/64.)
Manufacture under licence – power transmission products. (E.S.B. 15893/64.)

Belgium
Inquiry for fancy jewellery; gift articles; games and toys. (E.S.B. 15438/64.)
Inquiry for metal brushes; small tools and accessories. (E.S.B. 16026/64.)

British Honduras
Agency inquiry for blankets; hosiery; underwear. (E.S.B. 15549/64.)

Canada
Agency inquiry for knitwear; ski-wear; tweeds. (E.S.B. 16254/64.)
Agency inquiry for foodstuffs. (E.S.B. 13969/64.)
Agency inquiry for construction and mining machinery and equipment. (E.S.B. 11024/64.)
Inquiry for power generating machinery and plant. (E.S.B. 15500/64.)
Inquiry for bale wires. (E.S.B. 15026/64.)
Warehousing facilities. (E.S.B. 15809/64.)

Colombia
Inquiry for liquor fabrication equipment. (E.S.B. 16305/64.)

Cuba
Inquiry for multiple buildings equipment. (E.S.B. 16095/64.)

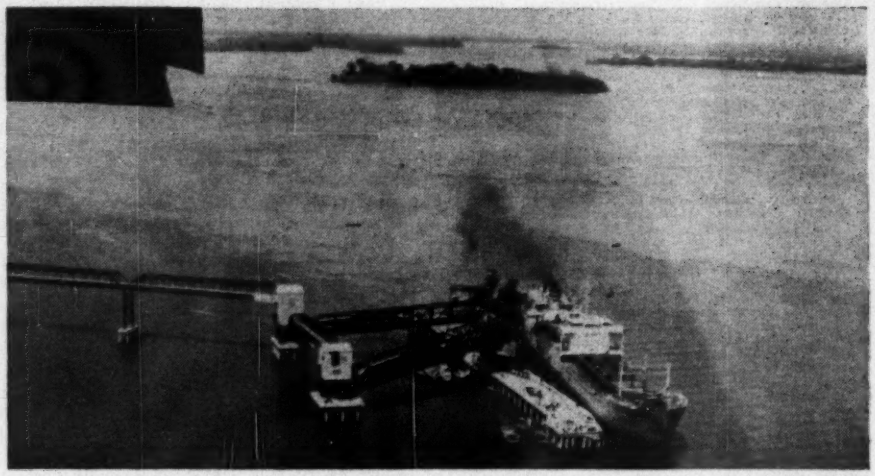
Denmark
Agency inquiry for chamois leathers. (E.S.B. 16156/64.)
Inquiry for consumer goods – British Week. (E.S.B. 15477/64.)
Inquiry for golf balls; gloves. (E.S.B. 16128/64.)
Inquiry for confectionery. (E.S.B. 13513/64.)

Formosa
Agency inquiry for chemicals; construction equipment; pharmaceuticals. (E.S.B. 16171/64.)
Inquiry for lubricating oils; tools. (E.S.B. 10778/64.)

France
Agency inquiry for blankets; furnishing fabrics; furniture. (E.S.B. 15847/64.)
Agency inquiry for educational toys. (E.S.B. 15801/64.)
Agency inquiry for textile machinery and equipment. (E.S.B. 15805/64.)
Agency inquiry for clothing; woollen piece goods. (E.S.B. 16257/64.)
Agency inquiry for metal-sawing machines. (E.S.B. 16176/64.)
Agency inquiry for plastics packaging articles. (E.S.B. 16061/64.)
Agency inquiry for coats; pullovers. (E.S.B. 15845/64.)
Agency inquiry for looms. (E.S.B. 15690/64.)
Inquiry for graphic art equipment; label producing machine. (E.S.B. 14049/64.)
Inquiry for scotch whisky. (E.S.B. 15332/64.)
Market report on Angers and Saumur. (E.S.B. 15433/64.)

Germany, Federal Republic of
Import opportunity – fresh vegetables. (C.R.E. 158/62.)

Guinea, Republic of
Development Plan. (E.S.B. 24925/63.)



A recent view of the new iron ore loading pier constructed at Pepel for the Sierra Leone Development Co. Ltd., by Taylor Woodrow Sierra Leone Ltd. Ships of about 40,000 tons capacity can now be loaded from the Marampa Mines at a rate of 2,500 tons per hour.

Hong Kong
Inquiry for rolling mill plant; tools. (E.S.B. 15833/64.)
Manufacture of F.H.P. motors, materials and equipment required – further information. (E.S.B. 14773/64.)
Inquiry for elastic braid. (E.S.B. 2823/64.)

Italy
Agency inquiry for asbestos products. (E.S.B. 15089/64.)
Inquiry for biscuits; confectionery. (E.S.B. 14227/64.)
Inquiry for excavators. (E.S.B. 16094/64.)

Jamaica
Inquiry for musical instruments. (E.S.B. 16204/64.)

Jordan
Market report on livestock and poultry. (E.S.B. 10889/64.)

Lebanon
Agency inquiry for hand tools; machine tools; machinery and parts. (E.S.B. 16282/64.)

Malaysia
Agency inquiry for consumer goods; hardware; stationery; steel furniture. (E.S.B. 15883/64.)
Miscellaneous agencies. (E.S.B. 15802/64.)

Netherlands
Market report on printers' machinery, bookbinding and paper-making and converting machinery. (E.S.B. 4145/64.)

Norway
Inquiry for steel tube alloy. (E.S.B. 16040/64.)

Portugal
Inquiry for plastics raw materials. (E.S.B. 12398/64.)

Saudi Arabia
Agency inquiry for carpets. (E.S.B. 16261/64.)
Agency inquiry for air conditioning plant; telephone exchange equipment. (E.S.B. 16130/64.)
Agency inquiry for grinding mills; purifying and drying units. (E.S.B. 16135/64.)

Spain
Collaboration – constructional and civil engineering. (E.S.B. 16032/64.)

Sweden
Agency inquiry for aluminium cooking utensils. (E.S.B. 15854/64.)
Agency inquiry for copper ingots and semi-finished products. (E.S.B. 15852/64.)

Sweden/Bulgaria
Trade Agreement. (C.R.E. 5979/G.)

Switzerland
Agency inquiry for paper goods. (E.S.B. 16069/64.)
Agency inquiry for control equipment. (E.S.B. 16210/64.)
Inquiry for confectionery. (E.S.B. 13911/64.)

Trinidad and Tobago
Television advertising – further information (E.S.B. 29417/63.)

Turkey
Inquiry for vehicle spares and accessories. (E.S.B. 16075/64.)

Turkey/USSR
Trade Agreement. (C.R.E. 8751/57.)

United States of America
Agency inquiry for decorating materials; floor finishes. (E.S.B. 14496/63.)
Inquiry for foodstuffs. (E.S.B. 16100/64.)
Inquiry for surveying instruments. (E.S.B. 15898/64.)
Inquiry for industrial chemicals. (E.S.B. 13662/64.)
Manufacture under licence – antenna systems; metal forming processes; thrust reversers. (E.S.B. 11230/64.)

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Sullivan 3400, Ext. 3038) who compile the half-yearly index to the Journal.*

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**THERE IT IS—
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Joshua knows all about *that* because he's all ears when his father talks about space travel. He studies hard because he wants to be a something-naut himself, and he is certain that one of these days his country will have a spaceship of its very own. However, be that as it may, the new Commonwealth countries are certainly developing fast—and we at Barclays D.C.O. have helped them by fostering trade and providing financial stability. Each of our offices has an unrivalled knowledge of local conditions and requirements. We are delighted to place our knowhow at the disposal of any British businessman interested in finding new markets for his goods abroad.

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Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

South Africa orders microwave telephone

Orders worth over £500,000 have been received by Standard Telephones and Cables Ltd., London, for microwave equipment to beam 960 telephone circuits between Bloemfontein, Port Elizabeth, Cape Town and East London.

Engines for New Zealand ferry

Two orders have been received by AEI Ltd., London, for the supply of propulsion and auxiliary machinery for a 9,100 ton New Zealand turbo-electric ferry to be built for the Union Steam Ship Co. of New Zealand Ltd., by the Fairfield Shipbuilding and Engineering Co. Ltd., Govan.

Diesel for Peru

A fourth diesel engine has been ordered from Mirrlees National Ltd., a Hawker Siddeley company, by N.V. Overzeese Gas of Rotterdam for the Piura power station in Peru. The contract is worth over £50,000.

Japan buys chemical plant

The Power-Gas Corporation Ltd., a member of the Davy-Ashmore Group, Sheffield, have received a repeat order from the Tokyo Gas Co., for an ICI reforming plant.

Undercarriages for Dutch jets

Dowty Ltd., Cheltenham, have been chosen by N.V. Fokker of Holland, to supply undercarriages for their new aircraft the F.28 short haul jet transport. The order was obtained in spite of stiff competition from the United States, Canada and France.

Buses for South Africa and Australia

Another 50 Kudu bus chassis, specially designed for South Africa by AEC Ltd., London, are being supplied by c.k.d. form for assembly at Johannesburg. A repeat order for AEC Regal underfloor engined passenger chassis has been placed by the Metropolitan Passenger Transport Trust of Perth, Western Australia.

Laboratory Unit for Czechoslovakia

The Erith works of GEC (Engineering) Ltd. have supplied a 20-inch laboratory type heavy-media separation unit to Strojexport, Prague, through Exico Ltd., for installation in Czechoslovakia.

Motor-cycles exported

A £35,000 order has been obtained by Associated Motor Cycles, London, for the Matchless 500 c.c. 1964 model te be supplied to Czechoslovakia.

Conveyors for Russian TV factory

Teleflex Products Ltd., Basildon, have been awarded a contract worth about £250,000 to supply an E.8 conveyor system for a television tube factory in the USSR. The main contractors are General Engineering Ltd.

Scientific instruments bought by Eastern Germany

Orders for automatic analysis equipment worth £66,000 were obtained at the Leipzig Fair by Hilger & Watts Ltd., London. Approximately £50,000 of this was for Mansfield, second largest chemical combine in Eastern Germany.

A 66 kV oil filled cable, supplied by British Insulated Callender's Cables Ltd. to the Hong Kong Electric Co. Ltd., being laid recently from North Point power station to Harcourt Road substation, Hong Kong. The installation was carried out by British Insulated Callender's Construction Co. Ltd.

Furnace for Pakistan mint

GWB Furnaces Ltd., Dudley, have received an order from the Government of Pakistan to build an electric mesh belt conveyor furnace for the bright annealing of coin metal at the mint in Lahore.

Diesel generating set for Jordan

Crossley Brothers Ltd., Manchester, have received an order worth £175,000 for the highest powered diesel-electric generating set exported from the United Kingdom. The engine is an 18-cylinder Vee unit of Crossley-Pielstick SEMT type, and is for the Jordanian Electric Power Company Ltd.

Russian tankers cleaned

Polycell Products Ltd., Welwyn Garden City, have supplied 15 tons of Polyclens cleaner to Russia, to be used on oil tankers to make them suitable for carrying grain.

Steel for Cyprus and Hong Kong

P. & W. MacLellan Ltd., Glasgow, have received a £70,000 order to supply the steel framework for the Moni power station in Cyprus. The contract was secured in face of world competition. The same firm are also to supply £100,000 worth of steelwork for the slaughterhouse block, Kennedy Town Abattoir, Hong Kong.

Radio equipment for Egypt

A contract has been signed between the Marconi Co. Ltd. and the Industrial Counsellor for the United Arab Republic for the supply of transportable HF radio stations and ancillary equipment to Egypt.

Sweden buys time switches

Crater Products Ltd., Woking, have secured an order from Sweden for the supply of £90,000 worth of time switches.

Largest press in Australia

The Griffin Press of Adelaide have ordered a Sovereign Mark III sheet-fed five-colour, unit type offset press with final perfector unit. It will be the largest sheet fed offset press in Australia.

Thailand jute mill boiler

In the face of American and Japanese competition Spencer-Bonecourt-Clarkson Ltd., London, have secured a second order to deliver a Steambloc dry back boiler unit to Thailand for the process and heating requirements in the factory of the Bangkok Jute Mill Co. Ltd.

Six wheelers for South Africa

Twelve Mashal six-wheel trucks, fitted with the AV470 diesel engine, have been shipped to South Africa by AEC Ltd., London.

Television service for Aden

Pye, Ltd., Cambridge, are to supply a main studio with 4½ inch image-orthicon cameras, telecine channels and control equipment for Aden's new television service.

Slotted angles build Nyasaland grandstands

Some of the new range of slotted angles manufactured by Dexion Ltd., Wembley, will be used in the construction of four grandstands for the Nyasaland independence celebrations. In all 278,500 feet of Dexion will be used.

Egyptian oil contract

W. J. Fraser & Co. Ltd., a member of the Woodall-Duckham Group, London, have signed a contract with Societe Co-operative des Petroles SAA, for the design, supply and construction of a complete lubricating oil blending and packaging plant, valued at £200,000 to be erected at Zeita, Suez.

Europe's largest hydrogen plant

A contract for the largest pure hydrogen plant in Europe has been awarded to the Power Gas Corporation Ltd., a member of the Davy Ashmore Group, Sheffield. The contract has been placed by the Finish company Neste Oy and is valued at about £1 million.

Compost plant for Montevideo

In competition with European manufacturers, John Thompson (Compost Plant) Ltd., Wolverhampton, have received an order for the manufacture of plant for the composting of refuse for the city of Montevideo.

Mortuary to Libya

A £1,050 mortuary which is refrigerated and can be assembled and put into operation by local labour has been shipped by Robert C. Scutt, Ltd., London, to Benghazi for installation at the new hospital at Beida, Libya.

Bottling plant for Japan

The Suntory Brewery of Osaka, Japan, have installed eight Worssam Super-Speed 60 filling and crowning units in their new brewery. The machines were manufactured by Vickers-Armstrongs (Engineers) Ltd., London.

Export Tours

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Water metering equipment for Middle East

Mr. S. D. Battey, managing director of the Hersey-Sparling Meter Co. Ltd., Burgess Hill, Sussex, left London on May 12 for Beirut. Mr. Battey flew from Beirut to Baghdad, and his subsequent itinerary includes Basra, Kuwait, Bahrein, Abu Dhabi, Dobai, Dhahran, Riyadh, Karachi, Aden, Khartoum, Cairo, Amman and Jerusalem. During this tour Mr. Battey will promote exports of his company's main line water metering equipment, irrigation meters and control valves. He expects to return to London during June.

Scandinavian tour

Mr. A. L. R. Hunter, general manager of Northfield Industrial Fabrications Ltd., Ossett, Yorkshire, will tour Scandinavia early in June. Northfield Industrial Fabrications are manufacturers of dumper trucks, and the purpose of Mr. Hunter's journey is to meet firms who have expressed an interest in their agency.

TRIBUTE TO CONSULATE OFFICIALS

Having just returned from a short visit to the United States and Canada, where my firm took part in an engineering exhibition in Detroit, there are two vivid impressions remaining with me,

First, the outstanding energy and efficient manner in which the Consulate Officials worked to make the British Exhibit the success it undoubtedly was. Nowadays (or has it always been so), it is fashionable to decry the Civil Service attitude, but I must confess that at no time was there the slightest evidence of a 9 till 5 mentality. On behalf, therefore, of all those British firms with whom I spoke I should like to pay tribute to the Officials of the Consulates, the Board of Trade and the Central Office of Information for the help which we received in all directions both before and during the visit. If our various firms can live up to the example they showed, then indeed we shall all see the results very evident in extremely large orders.

On just one point, however, they would, I am sure, welcome some publicity, and for this reason alone I ask you to publicize this letter. Upon reporting some considerable successes, I was asked to make known upon my return the inescapable conclusion that the only way to obtain real penetration into the American market is by personal visits of the kind we made. Letters are one thing, but personal contact is another – in two weeks more was achieved than could otherwise have been done in a year of correspondence. The moral, without a doubt, for any firm (with a good product, at a competitive price) – is to go out with an energetic sales force – the rewards will come in direct proportion to the effort.

Z. Brierley,
Z. Brierley, Ltd., Llandudno.

Six-months overseas tour

Mr. E. S. Atherton, a director of G. Atherton & Co. (Eastern) Ltd., Liverpool, is to start a six-months overseas tour commencing June 21 and ending just before Christmas. G. Atherton & Co. specialize in factory representation in East Africa, India, Pakistan, Ceylon, Malaysia and Hong Kong, where they have their own offices and agencies, and Mr. Atherton will be making inquiries on behalf of manufacturers in the United Kingdom who are not locally represented. Mr. Atherton has not yet finalized the details of his trip beyond India from the middle of July, but he expects to be paying visits to Far Eastern markets and Pakistan between July 15 and December 15 and to principal trading centres in the Persian Gulf, Baghdad and the Lebanon between December 15 and 23.

Visits to Peking

Mr. F. W. Dawe, managing director; Mr. W. E. Mason, general sales manager; and Mr. M. Savage, senior sales engineer of Dawe Instruments Ltd., London, have all recently returned from a visit to the Peking Exhibition where the Scientific Instrument Manufacturers' Association had organized a stand in which 27 members, including Dawe Instruments, participated. While in the Far East, Mr. Dawe went on to Tokyo where he had discussions with his Japanese agents, Tokyo Electric Company, returning to this country via the United States, where he visited Branson Instruments under whose licence his company manufactures a range of ultrasonic equipment. Mr. Mason visited Bombay on his way back from Peking and made contact with the company's Indian agents, Messrs. Toshniwal Brothers Ltd. Mr. Savage visited the University and the Queen Elizabeth Hospital in Hong Kong on sales promotion activities.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MEXICO

Customs tariff changes

THE MEXICAN *Diario Oficial* published a Decree on April 6, 1964, and effective five days thereafter, changing various Tariff Headings which are now as follows:

Tariff No.	Description	Uni	Duty	
			Pesos	*Ad val.*
022.00.05	Viscera or lips of bovines, cooked, salted or salted and pressed, in airtight containers	L.K.	1·60	+ 85%
	For LAFTA members	L.K.	Exempt	33%
030.02.04	Bland cheese, 'Colonial' type, with the following composition: Humidity 35·5% to 37·7%, natural salts 3·2% to 3·3%, fat 29·0% to 30·8%, proteins 25·0% to 27·5%, chloride 1·3% to 2·7%, and acidity 0·8% to 0·9% of lactic acid	L.K.	20·00	+110%
	For LAFTA members	L.K.	Exempt	Exempt
051.00.05	Yucca flour	L.K.	0·30	+ 60%
	For LAFTA members	L.K.	Exempt	17%
052.00.08	Small sticks of maize and cheese, not in airtight containers	L.K.	6·00	+110%
	For LAFTA members	L.K.	Exempt	40%
060.03.05	Fruit jellies, except those covered by Tariff No. 060.03.11	L.K.	3·50	+ 90%
	For LAFTA members	L.K.	Exempt	97%
060.03.06	Fruit marmalades, except those covered by Tariff No. 060.03.10	L.K.	3·50	+ 90%
	For LAFTA members	L.K.	Exempt	97%
060.03.10	Preserves and fruit marmalades specified in the commercial presentation, as being for the exclusive use of diabetics	L.K.	3·50	+100%
	For LAFTA members	L.K.	Exempt	32%
060.03.11	Fruit jellies specified, in the commercial presentation, as being for the exclusive use of diabetics	L.K.	3·50	+100%
	For LAFTA members	L.K.	Exempt	32%
060.03.14	Fruit preserves, except those covered by Tariff No. 060.03.10	L.K.	3·50	+100%
	For LAFTA members	L.K.	Exempt	97%
060.03.15	Purees or fruit pastes specified, in the commercial presentation, as being for the exclusive use of diabetics	L.K.	3·50	+100%
	For LAFTA members	L.K.	Exempt	32%
083.00.19	Pepper in the grain	L.K.	0·40	+ 45%
	For LAFTA members	L.K.	Exempt	10%
201.00.10	Hides or skins, untanned, of unborn ('nonato') alpaca	G.K.	20·00	+ 80%
	For LAFTA members	G.K.	Exempt	9%
253.01.02	Wool waste, resulting from combing, except that covered by Tariff No. 253.02.00	G.K.	0·20	+ 30%
	For LAFTA members	G.K.	Exempt	10%
260.01.99	Fireproof clays and earths, n.s.m.	100 G.K.	0·50	+ 35%
	For LAFTA members	100 G.K.	Exempt	Exempt
260.04.02	Heavy spar (barium sulphate)	G.K.	0·50	+ 10%
	For LAFTA members	100 G.K.	Exempt	2%
260.07.04	Granite in pieces, for building, whether or not polished or with cut-on mouldings, except that covered by Tariff Nos. 260.07.11 and 260.07.12	G.K.	0·05	+ 25%
260.07.11	Polished granite tiles for panelling	G.K.	0·05	+ 25%
	For LAFTA members	G.K.	Exempt	10%
260.07.12	Granite, sawn into slabs	G.K.	0·05	+ 25%
	For LAFTA members	G.K.	Exempt	10%
260.99.09	Dolomite and mineral stones with a basis of magnesium carbonate and calcium, with silica and iron in lesser proportion, uncalcined, except that covered by Tariff No. 260.99.20	G.K.	0·01	+ 15%
260.99.20	Unworked dolomite	G.K.	0·01	+ 15%
	For LAFTA members	G.K.	Exempt	Exempt
281.01.04	Balsam of Tolu	L.K.	0·10	+ 10%
	For LAFTA members	L.K.	Exempt	2%
281.99.06	Anacyclus pyrethrum flowers	G.K.	0·60	+ 20%
	For LAFTA members	(not stated)		
400.01.03	Standardized oils of marine animals, weighing up to 50 kilog., including the immediate container	G.K.	0·30	+ 30%
	For LAFTA members	G.K.	Exempt	6%
400.01.04	Standardized oils of marine animals, weighing more than 50 kilog., including the immediate container	G.K.	0·30	+ 30%
	For LAFTA members	G.K.	Exempt	5%
400.01.05	Standardized oils of marine animals, in tank wagons or tank vessels	N.K.	0·30	+ 30%
	For LAFTA members	N.K.	Exempt	4%
400.02.11	Stearine (crude stearic acid)	G.K.	0·25	+ 17%
	For LAFTA members	G.K.	Exempt	Exempt
401.00.24	Olein (crude oleic acid) in tank wagons or tank vessels	N.K.	0·10	+ 50%
	For LAFTA members	N.K.	Exempt	11%
401.00.25	Olein (crude oleic acid) in any container other than tank wagon or tank vessel	G.K.	0·10	+ 55%
	For LAFTA members	G.K.	Exempt	12%
500.00.06	*Deleted.*			
500.00.15	Nitric or azotic acid in tank wagons, whether or not sulphuric acid is added in order to facilitate transport	N.K.	0·05	+ 10%
	For LAFTA members	N.K.	Exempt	3%
500.00.16	Nitric or azotic acid not included in Tariff No. 500.00.15	G.K.	0·10	+ 15%
	For LAFTA members	G.K.	Exempt	4%
500.00.24	Hydrochloric acid (muriatic) in aqueous solution	G.K.	0·05	+ 10%
	For LAFTA members	G.K.	Exempt	4%
500.00.25	Hydrochloric acid (muriatic) in liquid or gaseous form	G.K.	0·05	+ 10%
	For LAFTA members	G.K.	Exempt	4%
500.01.01	Chlorine	G.K.	0·05	+ 10%
	For LAFTA members	G.K.	Exempt	5%
500.02.00	Argon	G.K.	0·01	+ 3%
	For LAFTA members	G.K.	Exempt	Exempt
500.02.13	Nitrogen protoxide (nitrous oxide) or laughing gas, weighing more than 5 kilog., including the immediate container	G.K.	0·20	+ 30%
	For LAFTA members	G.K.	Exempt	3%
500.06.18	Liquid ammonia, contained in metal cylinders	G.K.	0·15	+ 10%
	For LAFTA members	G.K.	Exempt	9%
500.06.19	Ammonia in aqueous solution	G.K.	0·15	+ 10%
	For LAFTA members	G.K.	Exempt	9%
500.11.04	Calcium hypochlorite	G.K.	0·20	+ 40%
	For LAFTA members	G.K.	Exempt	21%
500.30.16	Sodium hydrosulphites, whether or not imported in the form of solutions or special preparations	G.K.	0·75	+ 45%
	For LAFTA members	G.K.	Exempt	30%
500.30.27	Sodium sulphite	100 G.K.	0·05	+ 3%
	For LAFTA members	100 G.K.	Exempt	1%
501.00.15	Oxalic acid	L.K.	0·03	+ 12%
	For LAFTA members	L.K.	Exempt	10%
501.00.44	Deoxycholic acid	L.K.	0·50	+ 32%
	For LAFTA members	L.K.	Exempt	19%
501.00.72	Dehydrocholic acid	L.K.	0·40	+ 12%
	For LAFTA members	L.K.	Exempt	6%
501.00.77	Iodopanoic acid	L.K.	0·40	+ 17%
	For LAFTA members	L.K.	Exempt	2%
501.14.02	Potassium bitartrate (cream of tartar)	L.K.	0·05	+ 5%
501.19.20	Melamine formaldehyde, weighing up to 5 kilog., including the immediate container, without colouring matter	G.K.	0·35	+ 30%
	For LAFTA members	G.K.	Exempt	Exempt
501.19.21	Melamine formaldehyde, weighing more than 5 kilogs., including the immediate container	G.K.	0·05	+ 4%
	For LAFTA members	G.K.	Exempt	Exempt
501.24.18	Liverwort concentrate, in powder form, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	Exempt
501.24.19	Heparin, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	Exempt
501.24.20	Pyloric powder, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	Exempt
501.24.21	Suprarenal extract, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	Exempt
501.24.22	Antropiloric extract, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA countries	L.K.	Exempt	Exempt
501.24.23	Spleen extract, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA countries	L.K.	Exempt	Exempt
501.24.24	Antitoxic fraction of liver, not in measured doses	L.K.	1·00	+ 15%
	For LAFTA countries	L.K.	Exempt	Exempt
501.24.25	Intrinsic elements of extracts of glands, other organs or their secretions, for organo-therapeutic uses	L.K.	1·00	+ 15%
	For LAFTA countries	L.K.	Exempt	Exempt
501.29.42	Bile salts	L.K.	0·20	+ 25%
	For LAFTA countries	L.K.	Exempt	1%
501.29.44	Lysozime chloride	L.K.	0·20	+ 25%
	For LAFTA countries	L.K.	Exempt	6%

Tariff No.	Description	Unit	Duty	
			Pesos	*Ad val.*
501.30.67	Thiosalicylate of ethylmercury	L.K.	0·35	+ 30%
	For LAFTA countries	L.K.	Exempt	20%
501.30.68	Glycerophosphate of magnesium	L.K.	0·35	+ 30%
	For LAFTA countries	L.K.	Exempt	20%
501.30.69	Desoxycholate of magnesium	L.K.	0·35	+ 30%
	For LAFTA countries	L.K.	Exempt	20%
501.33.18	Cholic acid	L.K.	0·50	+ 65%
	For LAFTA countries	L.K.	Exempt	36%
501.33.20	Bile acids	L.K.	0·50	+ 65%
	For LAFTA countries	L.K.	Exempt	36%
501.34	Ethers or esters liquid at 20°C.			
501.34.00	Methyl bromide	L.K.	0·50	+ 10%
	For LAFTA countries	L.K.	Exempt	8%
510.00.06	Divi divi tanning extract	G.K.	0·10	+ 30%
	For LAFTA countries	G.K.	Exempt	10%
510.00.07	Mangrove tanning extract	G.K.	0·10	+ 30%
	For LAFTA countries	G.K.	Exempt	10%
512.01.11	Colouring matters derived from cochineal	G.K.	0·20	+ 50%
	For LAFTA countries	G.K.	Exempt	22%
520.02.02	Morphine, its salts and derivatives, n.s.m.	L.K.	50·00	+ 12%
	For LAFTA countries	L.K.	Exempt	Exempt
520.02.06	Dionine (ethylmorphyne) commercially known as 'Morfolil,' its salts and derivatives, n.s.m.	L.K.	50·00	+ 12%
	For LAFTA countries	L.K.	Exempt	Exempt
520.02.07	Ethylmorphyne base, or hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA countries	L.K.	Exempt	Exempt
520.02.08	Thebaine base	L.K.	50·00	+ 12%
	For LAFTA countries	L.K.	Exempt	Exempt
520.02.09	Narcotine base, or hydrochlorate	G.K.	0·05	+ 5%
	For LAFTA members	G.K.	Exempt	Exempt
520.03.06	Dihydrocodeinone, bitartrate or hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA members	L.K.	Exempt	3%
520.03.07	Dihydrocodeine; bitartrate or hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA members	L.K.	Exempt	3%
520.03.08	Hydroxydihydromorphinone hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA members	L.K.	Exempt	Exempt
520.03.09	Dihydromorphinone hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA members	L.K.	Exempt	Exempt
520.03.10	Dihydroxycodeinone; bitartrate or hydrochlorate	L.K.	50·00	+ 12%
	For LAFTA members	L.K.	Exempt	3%
521.00.00	Papaverin: its salts and derivatives, except that covered by Tariff No. 521.00.06	L.K.	0·05	+ 5%
521.00.05	Diethylaminoaceto-2, 6-xylidide (xilocaine) lidocaine	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	3%
521.00.06	Papaverin base or hydrochlorate	L.K.	0·05	+ 5%
	For LAFTA members	L.K.	Exempt	Exempt
533.00.01	Male fern extract or juice	L.K.	0·65	+ 50%
	For LAFTA members	L.K.	Exempt	Exempt
540.00.40	Essential oil of citronella, weighing up to 5 kilogs., including the immediate container	G.K.	3·00	+ 40%
	For LAFTA members	G.K.	Exempt	4%
540.00.41	Essential oil of citronella, weighing more than 5 kilog., including the immediate container	G.K.	3·00	+ 12%
	For LAFTA members	G.K.	Exempt	2%
540.00.45	Essential oil of geranium, weighing up to 5 kilog., including the immediate container	G.K.	3·00	+ 40%
	For LAFTA members	G.K.	Exempt	4%
540.00.46	Essential oil of geranium, weighing more than 5 kilog., but no more than 25 kilog., including the immediate container	G.K.	6·00	+ 35%
	For LAFTA members	G.K.	Exempt	4%
540.00.47	Essential oil of geranium, weighing more than 25 but not more than 50 kilog., including the immediate container	G.K.	4·00	+ 30%
	For LAFTA members	G.K.	Exempt	3%
540.00.48	Essential oil of geranium weighing more than 50 but not more than 100 kilog., including the immediate container	G.K.	4·00	+ 25%
	For LAFTA members	G.K.	Exempt	3%
540.00.49	Essential oil of geranium, weighing more than 100 kilog., including the immediate container	G.K.	3·00	+ 25%
	For LAFTA members	G.K.	Exempt	3%
571.03.11	Pyrethrum and insecticidal preparations thereof, except that covered by Tariff Nos. 281.99.06, 571.03.33 and 571.03.43	L.K.	Exempt	2%
572.02.12	Casein glue	L.K.	0·65	+ 45%
	For LAFTA members	L.K.	Exempt	14%

Tariff No.	Description	Unit	Duty	
			Pesos	*Ad val.*
591.99.00	Pure vegetable proteins, drolyzed hy	L.K.	1·00	+ 25%
	For LAFTA members	L.K.	Exempt	6%
593.00.23	Bacterial amylase	L.K.	1·00	+ 15%
	For LAFTA members	L.K.	Exempt	Exempt
593.00.26	Compounds with a basis of vegetable materials, for the sealing and cleaning of radiators	G.K.	0·10	+ 10%
	For LAFTA members	G.K.	Exempt	10%
593.08.25	Hyaluronidase	L.K.	0·90	+ 12%
	For LAFTA members	L.K.	Exempt	6%
593.09.35	Meprobonate (methyl propyl propanediol bi-carbonate)	L.K.	0·80	+ 12%
	For LAFTA members	L.K.	Exempt	2%
593.09.46	Soda lime, for medical use	L.K.	2·00	+ 35%
	For LAFTA members	L.K.	Exempt	20%
593.10.78	Mixtures and preparations, fluorescent, in powder form, for fluorescent tubes	G.K.	0·01	+ 3%
	For LAFTA members	G.K.	Exempt	Exempt
593.10.79	Soda lime, for industrial use	L.K.	0·50	+ 25%
	For LAFTA members	L.K.	0·50	+ 15%
593.10.80	Fluorescent powders for cathode ray tubes, and for luminous letter lamps	L.K.	0·50	+ 25%
	For LAFTA members		(Not stated)	
593.00.27	Compounds with a basis of mineral materials, for the sealing and cleaning of radiators	G.K.	0·10	+ 10%
	For LAFTA members	G.K.	Exempt	8%
620.02.09	*Deleted.*			
620.02.10	Panels of wood pulp or vegetable fibres, perforated and cut to special sizes, whether or not joined together; used for insulation or sound-proofing	G.K.	0·60	+ 18%
	For LAFTA members	G.K.	Exempt	Exempt
630.04.13	Paper or board for the manufacture of cards used in sorting machines, generally for accounting or statistical operations, weighing from 45 to 300 grams per square metre	L.K.	0·15	+ 7%
	For LAFTA members	L.K.	Exempt	Exempt
630.04.14	Paper or board for the manufacture of cards used in sorting machines, generally for accounting or statistical operations, when imported in rolls weighing from 45 to 300 grams per square metre	L.K.	0·15	+ 7%
	For LAFTA members	L.K.	Exempt	Exempt
631.07.07	Paper for the printing of cheques with magnetic ink, for automatic classifying machines, when it can be proved to the satisfaction of the Ministry of Finance and Public Credit that the said paper has been manufactured specially for the above mentioned use	L.K.	0·60	+ 15%
	For LAFTA members	L.K.	Exempt	8%
634.00.06	Stamp albums or books for children, printed, engraved or lithographed	L.K.	3·00	+ 50%
	For LAFTA members	L.K.	Exempt	22%
640.03.00	Yarn of animal fibres other than silk and that covered by Tariff No. 640.03.02	L.K.	1·50	+ 40%
640.03.01	Thread of animal fibres other than silk and that covered by Tariff No. 640.03.02	L.K.	5·00	+ 50%
640.03.02	Yarn and thread 100% angora rabbit fur	L.K.	1·50	+ 50%
	For LAFTA members	L.K.	Exempt	22%
651.05.06	Perforated, calorific, ceramic plates, known commercially as infra-red generating plates	G.K.	0·08	+ 12%
	For LAFTA members	G.K.	Exempt	7%
664.03.01	Synthetic corundums	Net grams	0·15	+ 15%
	For LAFTA members	Net grams	Exempt	15%
682.03.01	Aluminium screwtops for medicine bottles	L.K.	20·00	+110%
	For LAFTA members	L.K.	Exempt	83%
710.01.00	Stationary internal combustion engines, 4 or more cylinder, except those covered by Tariff No. 710.01.02	G.K.	0·05	+ 10%
710.01.02	Stationary diesel engines, 4 cylinders or more, from 250 to 6,500 h.p.	G.K.	0·05	+ 10%
	For LAFTA members	G.K.	Exempt	8%
711.01.09	Fodder-baling presses, except those covered by Tariff No. 711.01.21	G.K.	0·10	+ 12%
711.01.10	Machines for scraping or defibrating plant leaves and stalks	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	7%

(*Continued on next page*)

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MEXICO, *continued*

Tariff No.	Description	Unit	Duty	
			Pesos	*Ad val.*
711.01.21	Automatic baling machines without motor	G.K.	0·10	+ 12%
	For LAFTA members	G.K.	Exempt	8%
715.00.11	Platen or cylinder printing machines, except those covered by Tariff Nos. 715.00.13 and 715.00.15	G.K.	0·20	+ 10%
715.00.15	Flat typographic printing machines	G.K.	0·20	+ 10%
	For LAFTA members	G.K.	Exempt	5%
715.01.21	Machines and apparatus for making knitted fabrics of soft vegetable fibres and manufactures thereof, except those covered by Tariff No. 715.01.40	G.K.	0·03	+ 10%
715.01.22	Machines and apparatus for making knitted fabrics, of animal fibres and manufactures thereof, except those covered by Tariff No. 715.01.41	G.K.	0·03	+ 10%
715.01.38	Calenders or presses for the finishing of fabrics	G.K.	0·40	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.01.40	Machines, rectilineous, for knitted cotton fabrics, semi-industrial and industrial, weighing more than 25 kilog.	G.K.	0·03	+ 10%
	For LAFTA members	G.K.	Exempt	Exempt
715.01.41	Machines, rectilineous, for knitted woollen fabrics, semi-industrial and industrial, weighing more than 25 kilog.	G.K.	0·03	+ 10%
	For LAFTA members	G.K.	Exempt	Exempt
715.07.06	Staplers, perforators, pencil-sharpeners and other office equipment, pedal- or lever-operated, except those covered by by Tariff Nos. 715.07.09 and 715.07.12	G.K.	0·50	+ 20%
715.07.09	Apparatus or machines for fastening or stapling paper	G.K.	0·50	+ 20%
	For LAFTA members	G.K.	Exempt	7%
715.07.12	Perforators, for office use, pedal- or lever-operated	G.K.	0·50	+ 20%
	For LAFTA members	G.K.	Exempt	13%
715.08.01	*Deleted.*			
715.08.02	Disc, blade or sawing machines for cutting up meat or sawing bones, except those covered by Tariff No. 715.08.77	G.K.	0·50	+ 12%
715.08.05	Centrifugal separators, for liquids or solids, for clarifying, separating, concentrating or drying, intended for use in various industries, except those covered by Tariff Nos. 714.00.21 and 715.08.78	G.K.	0·50	+ 12%
715.08.65	Apparatus or mechanisms, pneumatic, hydraulic, and their electric controls, used to automate the function of machines, apparatus or mechanical devices	G.K.	10·00	+ 12%
	For LAFTA members	G.K.	Exempt	Exempt
715.08.72	Machines which discharge into the holds of ships by means of air pressure by compression or suction	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	16%
715.08.73	Automatic grain sackers	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	7%
715.08.74	Automatic machines for packing into containers, marmalades, tomato extract, cream of maize, and other thick foods	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	8%
715.08.75	Machines for packing into containers, fruit or other juices	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	8%
715.08.76	Rotative machines for packing fruit into containers	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	7%
715.08.77	Electric saws for meat markets, cold storage establishments, or slaughter houses	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	7%
715.08.78	Machines or apparatus, centrifugal, horizontal and helicoidal, for the continuous discharge of solids	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.08.79	Pneumatic valves used exclusively to automate the function of machines, apparatus and mechanical devices	G.K.	10·00	+ 12%
	For LAFTA members	G.K.	Exempt	Exempt
715.08.81	Machines or apparatus for packing cans into boxes, weighing up to 100 kilog.	G.K.	10·00	+ 22%
	For LAFTA members	G.K.	Exempt	30%
715.08.82	Machines or apparatus for packing cans into boxes, weighing more than 100 kilog.	G.K.	8·00	+ 22%
	For LAFTA members	G.K.	Exempt	23%
715.08.83	Machines or apparatus for sterilizing and re-refrigerating, rotative or continuous, of the atmospheric type, for fruits, garden produce, and foodstuffs, packed in containers, weighing more than 100 kilog.	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.08.99	Machines for packing liquids or solids into containers, n.s.m.	G.K.	0·50	+ 12%
715.10.28	Cross-cut chain motor saws, with petrol engine, for sawing wood	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.11.22	Machines or apparatus for welding, cutting or perforating metal by any process, except those covered by Tariff Nos. 715.11.76 and 721.04.02	G.K.	0·50	+ 12%
715.11.34	Pantographs for smaller, larger or same scale reproductions of models used in ironworks, except Tariff No. 715.11.77	G.K.	0·50	+ 12%
715.11.76	Machines or apparatus used in the welding of metals by seaming or projection	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.11.77	Universal hydraulic copying attachments for machine tools	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	8%
715.11.78	Machines for striking foundry moulds by vibration	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	26%
715.11.79	Rectifying machine tools, flat, for metals	G.K.	0·50	+ 22%
	For LAFTA members	G.K.	Exempt	9%
715.11.80	Rectifying machine tools, universal, for interiors and exteriors	G.K.	0·50	+ 22%
	For LAFTA members	G.K.	Exempt	9%
715.11.81	Rectifying machine tools, without centre with hydraulic movement	G.K.	0·50	+ 22%
	For LAFTA members	G.K.	Exempt	9%
715.11.82	Electro-erosion machine tools, for metals, weighing more than 100 kilog.	G.K.	8·00	+ 22%
	For LAFTA members	G.K.	Exempt	32%
715.12.00	Extruding machines for mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.12.01	Injecting machines for mouldable materials or plastics, weighing up to 25,000 kilog.	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.02	Blowing machines for the working of mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.03	Vacuum pumps for the working of mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.04	Moulding machines for mouldable materials or plastics (other than separate moulds)	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.05	Cutting or die-stamping machines for mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.06	Printing, painting or assembling machines for mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.07	Granulating, grinding or kneading machines for mouldable materials or plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.08	Stirring, mixing or rolling machines for mouldable materials and plastics	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.09	Filament making machines for mouldable materials or plastics	G.K.	8·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.10	Machines designed for performing two or more of the operations mentioned in this heading (Machines for working moulding and plastic materials)	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
715.12.13	Calenders or laminators for the finishing of fabrics or plastic materials	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.15.12	Machines for winding paper or paperboard for the manufacture of tubes, spools or similar articles, except those covered by Tariff No. 715.15.28	G.K.	0·50	+ 12%
715.15.13	Machines for cutting tubes and spools of paper or paperboard, except those covered by Tariff No. 715.15.28	G.K.	0·50	+ 12%
715.15.24	Calenders or laminators for the finishing of paper	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.15.25	Machines or apparatus for the manufacture of cellulosic paste; with the exception of, centrifugal pumps, cyclones, electric switchboards, entry boxes or tanks (first and second) proportioning boxes or tanks, and belt conveyors	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.15.26	Machines for the manufacture of paper or paperboard; with the exception of centrifugal pumps, cyclones, electric switchboards, entry boxes or tanks (first and second) proportioning boxes or tanks, and belt conveyors	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	+ 5%
715.15.27	Machines for the preparation of dough; with the exception of centrifugal pumps, cyclones, electric switchboards, entry boxes or tanks (first and second) proportioning boxes or tanks, and belt conveyors	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.15.28	Machines for cutting, unwinding and respooling paper or paperboard	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
715.18.03	Ovens of all kinds, for baking or drying foodstuffs, for use in the bread, fine bakers' ware and biscuit industries, except those covered by Tariff Nos. 715.18.06 and 715.18.07	G.K.	0·20	+ 30%
715.18.06	Electric ovens used for the baking of bread and associated products, with one or several compartments, with revolving or fixed base	G.K.	0·20	+ 30%
	For LAFTA members	G.K.	Exempt	30%
715.18.07	Diesel fired ovens for the baking of bread and associated products, with one or several compartments, with revolving or fixed base	G.K.	0·20	+ 30%
	For LAFTA members	G.K.	Exempt	30%
717.01.01	Presses, treadle or lever, used in the manufacture of blocks made of mineral material	G.K.	2·00	+ 45%
	For LAFTA members	G.K.	Exempt	+ 33%
718.10.05	Manostats ("Presostatos")	L.K.	0·15	+ 10%
	For LAFTA members	L.K.	Exempt	2%
718.10.29	Thermal cut-off safety devices for the control of carbonic anhydride in gasfired industrial and domestic appliances	G.K.	0·50	+100%
	For LAFTA members	G.K.	Exempt	40%
730.02.11	Motors for electric razors, hair and wool clippers	G.K.	0·30	+ 8%
	For LAFTA members	G.K.	Exempt	Exempt
730.02.12	Battery operated motors, up to 1 h.p.	G.K.	0·30	+ 8%
	For LAFTA members	G.K.	Exempt	9%

Tariff No.	Description	Unit	Duty	
			Pesos	*Ad val.*
734.01.14	Thermal protectors for motors or electric circuits used in refrigeration and air-conditioning units	G.K.	0·30	+ 8%
	For LAFTA members	G.K.	Exempt	5%
734.02.03	Electric resistance controls for welding machines	G.K.	0·30	+ 8%
	For LAFTA members	G.K.	Exempt	4%
735.06.10	Motor heads for electric razors, hair and wool clippers	G.K.	0·70	+ 40%
	For LAFTA members	G.K.	Exempt	9%
735.08.10	Motor-driven mixers, weighing from 16 to 100 kilog., except those covered by Tariff No. 735.08.18	G.K.	0·50	+ 12%
735.08.11	Motor-driven mixers, weighing more than 100 kilog., except those covered by Tariff Nos. 715.18.00 and 735.08.19	G.K.	0·50	+ 12%
735.08.14	Machines for stuffing, mincing or slicing animal products destined for human consumption, weighing up to 16 kilog.	L.K.	3·00	+ 60%
	For LAFTA members	L.K.	Exempt	32%
735.08.15	Machines for stuffing, mincing or slicing animal products destined for human consumption, weighing more than 16 kilog.	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	4%
735.08.18	Motor-driven meat mixers, weighing from 16 to 100 kilog.	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	18%
735.08.19	Motor-driven meat mixers weighing more than 100 kilog.	G.K.	0·50	+ 12%
	For LAFTA members	G.K.	Exempt	5%
741.02.03	Chains for hand-operated motor-saws with petrol engines	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.11	Spare parts and pieces, of iron or steel, whether or not alloyed with other metals, for machines and apparatus used in the welding of metals by seaming or projection, when each part or piece weighs up to 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.12	Tension guides for hand-operated motor saws	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.13	Spare parts and pieces, for laminators of paper and paperboard, weighing up to 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.14	Spare parts and pieces for the following machines: for the manufacture of cellulosic paste, for the preparation of dough, for the manufacture of paper and paperboard, including those for the 'Foundrinier' type machine, made of iron or steel, whether or not alloyed with other metals, weighing up to 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.15	Spare parts and pieces for cutting machines (unwinding, cutting and respooling machines) weighing up to 5 kilog., except for electric control switchboards	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.16	Spare parts and pieces for machines and apparatus used in the welding of metals by seaming or projection, made of iron or steel, whether or not alloyed with other metals, weighing more than 5 kilog., except for electric control switchboards	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.17	Spare parts and pieces for cutting machines (unwinding, cutting and respooling machines) used in the paper industry, weighing more than 5 kilog., except for electric control switchboards	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.18	Spare parts and pieces for the following machines: for the manufacture of cellulosic paste, for the preparation of dough, for the manufacture of paper and paperboard, including those for the 'Foundrinier' type machines, made of iron or steel, whether or not alloyed with other metals weighing more than 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.19	Spare parts and pieces, for laminators of paper and paperboard, weighing more than 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.20	Cylinders for laminators of paper or paperboard, weighing more than 5 kilog.	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	5%
742.12.21	Diamond dies for drawing wire	G.K.	0·20	+ 35%
	For LAFTA members	G.K.	Exempt	10%
743.00.13	Permanent magnets of alnico (aluminium-nickel-cobalt)	G.K.	0·35	+ 10%
	For LAFTA members	G.K.	Exempt	Exempt
743.05.10	Thermostats for refrigerators	G.K.	0·10	+ 15%
	For LAFTA members	G.K.	Exempt	5%
743.08·10	Thermostats for stoves for domestic use (kitchen)	G.K.	0·20	+ 50%
	For LAFTA members	G.K.	Exempt	28%
762.02.12	Sealed-beam head lights for automobiles, whether or not with removable lamp, known commercially as 'sealed unit'	L.K.	0·40	+ 50%
	For LAFTA members	L.K.	Exempt	30%
764.01.00	Engines, for use exclusively in watercraft, except those covered by Tariff No. 764.01.03	G.K.	0·10	+ 12%
764.01.03	Marine diesel motors from 250 to 6,500 h.p.	G.K.	0·10	+ 12%
	For LAFTA members	G.K.	Exempt	6%
766.00.09	Iron or steel tyres, unmounted, for railway rolling stock	G.K.	0·05	+ 10%
	For LAFTA members	G.K.	Exempt	5%
767.01.00	Spare parts and pieces of dynamo lamps for bicycles	L.K.	5·50	+ 45%
	For LAFTA members	L.K.	Exempt	45%
880.00.25	Apparatus for measuring blood pressure	L.K.	0·55	+ 20%
	For LAFTA members	L.K.	Exempt	3%
880.01.15	Acrylic artificial teeth	L.K.	0·20	+ 10%
	For LAFTA members	L.K.	Exempt	Exempt
880.02.20	Centrifugal, filtration, separation or drying process analysis apparatus or machines, provided they are identifiable as being solely for use in laboratories, except that covered by Tariff No. 880.02.51	G.K.	0·50	+ 35%
880.02.51	Apparatus or machines, centrifugal, solely intended for use in laboratories	G.K.	0·50	+ 35%
	For LAFTA members	G.K.	Exempt	14%
880.03.23	Testing benches for the injection pumps of diesel motors	L.K.	0·10	+ 10%
	For LAFTA members	L.K.	Exempt	2%
880.07.00	Safety castrating implements for foals, bulls or calves	L.K.	0·55	+ 30%
	For LAFTA members	L.K.	Exempt	6%
880.07.01	Pincers for removing the horns of calves	L.K.	0·55	+ 30%
	For LAFTA members	L.K.	Exempt	6%
886.00.00	Time-recording apparatus with special mechanism for printing the hours and minutes, used for the receipt of correspondence, checking the time of workmen or for similar purposes, except that covered by Tariff No. 886.00.02	L.K.	2·00	+ 25%
886.00.02	Time clocks	L.K.	2·00	+ 25%
	For LAFTA members	L.K.	Exempt	21%

ARGENTINA

Promotion of local industry

H.M. EMBASSY at Buenos Aires reports the issue of Decree No. 3112/64, which is designed to assist local industry. The Decree offers special incentives, in the form of tax reliefs, to the following industries: steel, petrochemicals, cellulose, paper, mining (excluding petroleum and gas), forestation, fishing and low-cost housing construction. The plan will affect most of Argentina, exceptions being the provinces of Buenos Aires, Entre Rios and San Luis.

Benefits of the scheme are extended to all industrial activities in the promotional zones which employ as raw material the natural products of the zone and/or contribute to an increase in exports or replacement of imports. Particular mention is made of processing and manufacture of wood, fibre and bagasse, leather tanning, processing of natural fibres, processing and cold storage of food products, metal working, ceramics and glass.

Additional incentives are laid down for certain industries. The steel industry is to be granted exemptions from Customs duties and surcharges on imports of machinery, equipment, raw materials and fuels which cannot be satisfactorily produced locally; the petrochemical industry is to be allowed gas, and the fishing industry fuels, at special prices.

Details of the above Decree can be obtained from Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

'Aforos' for imports

ARGENTINE MINISTRY OF ECONOMY Resolution No. 870 of April 21, 1964, establishes the following index price on pistons for internal combustion engines:

'An index price of $9.50 United States per 100 kilos is hereby fixed on pistons for internal combustion engines (diesel or naphtha) destined for passenger and for cargo transport vehicles and tractors, cleared through Customs under the following tariff numbers: 639 – 2175 – 1799/802 – 1890 – 1890 bis – 1891 and 1891 bis.'

Modifications to import lists

ARGENTINE MINISTRY OF ECONOMY Resolution No. 802 of April 2, 1964, amends as follows Decree No. 448/64 *Board of Trade Journal* of January 31, 1964, page 241):

Article 1 Tariff No. 2772 Glass marbles, excluding those mentioned in other lists. This item is hereby removed from Annex III of Decree No. 448/64.

(*Continued on next page*)

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian *British Trade Centre* (*an outpost of the Western Hemisphere Exports Council*). *The bulletin is distributed free. Firms in Britain who may bulletin. Details, Embajada Britanica, Casilla* BLC, *Lima.*

ARGENTINA, *continued*

Article 2 Tariff No. 2772 Glass marbles, excluding those mentioned in other lists and those of up to 3 mm. diameter for 'molinos de pigmentos'. This item is hereby included in Annex III of Decree No. 448/64.

Article 3 Tariff No. 2772 Glass marbles of up to 3 mm. diameter for 'molinos de pigmentos'. This item is hereby included in list No. 5 (150 per cent surcharge in Annex I of Decree No. 448/64.

Further modifications to import lists

ARGENTINE Government Decree amends as follows the lists attached to Decree No. 5439/59:

Article 1 – Tariff No. 1678 Ferrosilicon, ferromanganese, spiegeleisen and silicomanganese.
This item is hereby included in List No. 5 (150 per cent surcharge).

Article 2 – Tariff No. 1799/802 Continuous ice-cream machines more than 10,000 units per hour.
The following exclusion is hereby made in this item appearing in List No. 6 'A' (100 per cent surcharge) of Decree No. 5439/59:
'Beaters and coolers. "Creamery Package" type or similar'.

Article 3 – Tariff No. 1799/802 Continuous ice-cream machines of up to 10,000 units per hour.
The following exclusion is hereby made in this item appearing in List No.6 'B' (150 per cent surcharge) of Decree No. 5439/59:
'Beaters and coolers. "Creamery Package" type or similar'.

Article 4 – Tariff Nos. 4284/5 bis *n*-Butanol.
This item is hereby included in List No. 5 (150 per cent surcharge):

Article 5 – Tariff No. 4284 bis Butyl alcohol isomers, excluding *n*-Butanol.
This item is hereby removed from List No. 5 (150 per cent surcharge).

Article 6 – Tariff No. 4284/5 Butyl alcohol isomers except *tert* butyl alcohol.
This item is hereby included in List No. 5 (150 per cent surcharge):

Article 7 – Tariff Nos. 4284 and 4285 Diethanolamine only.
This item is hereby removed from List No. 5 (150 per cent surcharge):

Article 8 – Tariff No. 4844 4-(2-Hydroxyethyl)-1-methyltetracycline- piperazine ('Tetrapiperazine' or 'Mepicycline.')
This item is hereby included in List No. 5 (150 per cent surcharge).

URUGUAY

Imports of motor cycles and scooters

H.M. EMBASSY at Montevideo reports the issue of a Decree of May 14, 1964 which modifies as follows the Uruguayan Government Decree of September 29, 1960 (see the *Board of Trade Journal* of October 28, 1960, page 1077):

'Fix at 300 per cent the surcharge established in the Decree of September 29, 1960, and subsequent Decrees, for the importation of the following articles, products, goods and merchandise, with the estimated c.i.f. prices indicated: motor cycles, scooters and similar vehicles United States $3 per kilo.

'Frames, tanks, mudguards, handlebars and other elements for guiding and suspension including forks for motor cycles, scooters and similar vehicles, whether imported complete or otherwise, except shock absorbers: United States $3 per kilo. Driving and controlling elements for motor cycles, scooters and similar vehicles, whether imported complete or otherwise.'

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new items:

(1) 42.
(k) Alumium foil cap seals.
(2) 74 Beer, Wort – concentrated.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

UNITED STATES

Federal Insecticide, Rodenticide and Fungicide Act

THE UNITED STATES Department of Agriculture have announced details of revisions to the Federal Insecticide, Rodenticide and Fungicide Act.

Further information may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 456).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':
Package binding. Staying or re-enforcing material of iron or steel commonly known as box strapping as enumerated hereunder:—
1. Round or oval wire No. 8 to No. 20 gauge inclusive.
2. Hot rolled or cold rolled strip and material formed by flattening wire.

(Ruling effective June 25, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-4-1 dated May 25, 1964.

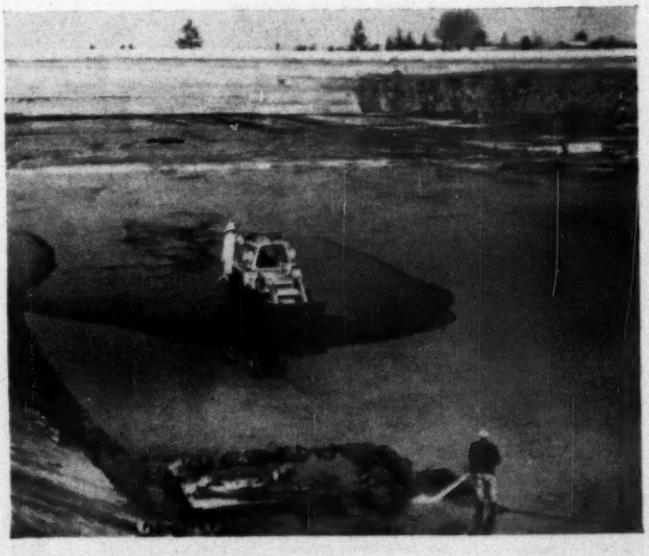
EUROPEAN ECONOMIC COMMUNITY

Rules of Competition - Article 85 (1) of the Treaty of Rome

THE *Journal Officiel des Communautés Européenes* dated May 13 contains the text of an announcement made by the Commission of the European Economic Community relating to the application submitted by a Belgian organization for 'negative clearance' in respect of an agreement between certain manufacturers of paving and wall flags and two trade organizations. The application has been made under Article 2 of the Council's Regulation No. 17 (Unofficial translations of Articles 85-89 of the Treaty of Rome and of Regulation No. 17 were published in the *Board of Trade Journal* of March 9, 1962, page 514).

The following is an unofficial translation of the Commission's present announcement.

(*Continued on next page*)



A JCB excavator working in the reservoir being constructed at Little Mountain, Vancouver.

RESTRICTIVE TRADE AGREEMENTS AND DOMINATION OF MARKETS

(Articles 85-90 of the Treaty establishing the EEC)

Notice pursuant to Article 19(3) of Regulation No. 17(1) concerning notification No. IV/A-00010 (64/290/CEE)

1. On April 6, 1962, in conformity with Article 2 of regulation No. 17 the Chairman of the 'Joint Commission' of the 'Convention Faience' (60 rue Ravenstein, Brussels) submitted an application for negative clearance in favour of the agreement called the 'Convention Faience'. In addition, the applicant, in pursuance of Article 5 of regulation No. 17, notified the said agreement with a view to its being benefited with the provisions of Article 85 (3) of the Treaty, in the event of its being deemed as subject to the prohibition contained in Article 85 (1).

The 'Convention Faience' was signed in Brussels on December 18, 1958, between ten manufacturers of paving and wall flags on the one part and two trade associations (Federation nationale des patrons-carreleurs et mosaistes de Belgique and Union professionnelle des negociants en carreaux de pavement et de revetements – section FEMA) on the other. Subsequently several manufacturers and about 900 traders in tiles and paving and wall flag undertakings gave their support to the agreement.

Later on, on two occasions, the applicant intimated that the text of the Convention had undergone amendments which had entered into force respectively on November 1, 1963, and March 5, 1964. Having regard to these amendments, he asked the Commission to grant him the benefits of Article 7(1) of regulation No. 17.

2. The 'Convention Faience' in its present text provides, *inter alia*, the following with regard to purchase and sale on the Belgian market.

The 'Conventional goods' are tiles, pressed and enamelled, of faience, of enstatite and of earthenware and their accessories used for wall-covering. The declared object (first Article of the Convention) is 'to improve the normal distribution of conventional goods, to promote the sale and correct laying and to draw closer the bonds of mutual understanding among the parties interested' on the Belgian market.

The products, subject of the Convention, must only be supplied directly or indirectly by manufacturers adhering to the Convention to undertakings appearing on a list of 'qualified customers' unless exceptionally authorized by the 'Joint Commission', which is the body responsible for the working and respect of the Convention. Only firms exercising as their business either the laying of tiles or the trading in tiles may benefit of the designation of 'qualified customers'. They must conform with the following standard requirements:

(a) For layers of tiles:

(1) They must be holders of a trade registration relating to such activity;

(2) They must have gained access to the profession within the framework of the law. By temporary measures and up to the date when access to the profession of tile-layer becomes legal, they must possess the practical knowledge necessary to carry out with conventional goods and in accordance with established trade practice, all types of tiling, both outdoor and indoor.

In the case of an enterprise the Head of which does not possess the aforesaid qualifications, his representative himself, responsible for the management or for the actual tile-laying, must possess them.

The following are deemed as satisfying these professional requirements: holders of any of the following certificates issued by an organized scholastic institution, recognized or subsidized by the State; certificate of completion of studies, diploma or certificate issued by a technical school or course or by a professional school or course of the lower secondary level corresponding to the profession concerned.

Likewise deemed as satisfying the condition of professional requirements are holders of a certificate of qualification approved by the 'Ministre des classes Moyennes' (Minister responsible for middle-class interests) and corresponding to the profession in question. Proof may also be furnished by submission of a certificate issued by the Central Jury mentioned in Article 8 of the Royal Decree of April 25, 1959.

(3) They must habitually carry out tile-laying and maintain the minimum of stock of goods requisite for the exercise of the profession;

(4) They must have at disposal a warehouse suitable for the stocking of tiles.

(b) For traders in tiles:

(1) They must be holders of a trade registration relating to such business;

(2) They must have as their regular and constant activity the purchasing of tiles for their own account with a view to resale;

(3) They must have at disposal adequate warehouses for the stocking of tiles and for their display;

(4) They must hold in their warehouses a stock making possible the normal exercise of the profession of traders in tiles having regard to the location of their business and make use thereof as owners.

The 'Joint Commission' (composed of a Chairman, four delegates of manufacturers and four delegates of the two trade associations, signatories of the Convention) shall draw up the list of 'qualified customers' and keep it up to date, in conformity with the standards mentioned above. The 'Joint Commission' in accordance with the terms of Article 5/B 4° of the Convention, has appointed the persons responsible for checking the existence and maintenance in tile-laying and tile-trading undertakings of the standards laid down under Article 4 of the Convention; at present these are:

One member of the Association Belge des Experts who is an expert approved by the Courts;

One official of the Centre Belge de documentation et d'information de la construction (CEDOC);

One Chartered Accountant.

Tile traders and tile-laying undertakings (including general undertakings, who are not members of the two trade associations, signatories of the Convention, are entitled to inclusion in the list of 'qualified customers' when they conform with the qualification standards mentioned in Article 4 of the Convention.

'Any factory must be admitted automatically as a member of the Convention if it undertakes to respect the clauses.' Moreover, any new adhesion of a trade organization, as things stand at present, will only be admitted after agreement with one of the two organizations already members. The agreement of two-thirds of the trade organizations will be necessary when, following new adhesions, their number is superior or equal to three.

Manufacturers who are signatories must undertake to supply to the Belgian market only tiles the quality of which is indicated by distinctive marks on the products.

No provision of the Convention is concerned with prices and other conditions of sale; the representative of enterprises who are members of the Convention has declared that the Convention would not intervene in any way in this matter.

The Convention stipulates no liability on the part of 'qualified customers' towards manufacturers and towards signatory associations; such customers may therefore obtain their supplies at will from manufacturers who are members of the Convention or from other manufacturers not adhering to the Convention.

3. In accordance with Article 19(3) of regulation No. 17, the Commission invites interested third parties to notify their observations within 30 days, reckoned from the date of this publication, sending them under reference IV/A-00010 to the following address:

Commission de la Communauté economique européenne,
Direction generale da la concurrence,
Direction 'Ententes et Monopoles',
12 avenue de Broqueville,
Bruxelles 15 (Belgique).

Translations of EEC and EURATOM Regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

EEC

Regulation No. 129/63 On certain provisions relating to poultry eggs for hatching and live poultry not exceeding 185 grammes weight per head. Price 8d.

Regulation No. 130/63 To amend certain of the Annexes to Regulations Nos. 3 and 4. Price 1s. 3d.

Regulation No. 131/63 To amend Regulation No. 91 on refunds applicable to exports of certain kinds of flour, groats and meal. Price 5d.

Regulation No. 132/63 To amend the Commission's Regulation No. 89 on the fixing of free-at-frontier prices. Price 5d.

Regulation No. 133/63 Fixing the amount of the levies in relation to Third Countries on pigs and pigmeat products for imports effected between January 1 and March 31, 1964. Price 8d.

Regulation No. 134/63 To reduce the amount of the levies in relation to Third Countries on pigs and certain cuts of pigmeat for imports during January 1964. Price 5d.

Regulation No. 135/63 Adjusting and fixing sluice-gate prices for pigs and pigmeat products for imports effected between January 1 and March 1, 1964. Price 8d.

Regulation No. 136/63 Adjusting and laying down for the period January 1 to March 31, 1964, the sluice-gate

EEC, *continued*

prices for poultry eggs in shell and live and slaughtered poultry and fixing the levies in relation to Third Countries for poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry. Price 8d.

Regulation No. 1/64 Amending Article 42 of Regulation No. 3 and Articles 5 and 69 to 72 of Regulation No. 4 (family allowances for children of persons entitled to pensions and for orphans). Price 8d.

Regulation No. 2/64 Supplementing Annex D to Regulation No. 3 and Annex 6 to Regulation No. 4 (bilateral arrangements affecting seasonal workers). Price 5d.

Regulation No. 3/64 Enacting Annexes to Regulation No. 36/63 on social security of frontier workers. Price 8d.

Regulation No. 4/64 Determining the additional amount of the levy on farmyard poultry eggs in shell. Price 3d.

Regulation No. 5/64 Temporarily restricting the maximum amount of refund on exports to Member States of certain processed products derived from cereals. Price 5d.

Regulation No. 9/64 Laying down the additional amount of the levy on imports from Third Countries of slaughtered hens and chickens. Price 3d.

Regulation No. 10/64 Laying down the additional amount of levy on farmyard poultry eggs in shell. Price 3d.

Regulation No. 11/64 Concerning decrease in the amount of levies in relation to Third Countries on pigs and certain cuts of pigmeat for imports effected between February 15 and March 31, 1964. Price 5d.

Regulation No. 12/64 Laying down under what conditions a situation is to be regarded as one of obvious prolonged under-employment within the meaning of Article 2, third paragraph (a) of the Council's Regulation No. 9 concerning the European Social Fund. Price 5d.

EURATOM

Regulation No. 10/63/EURATOM Embodying the conditions applicable to remuneration and social security of members of staff of the Joint Nuclear Research Centre employed in Belgium. Price 8d.

Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* of May 21 contains the text of a Decision taken by the Council of the European Economic Community suspending temporarily the Common Tariff for the following product:

Tariff Heading	Description of Goods	Common Tariff
ex 48.01	Paper and paperboard (including cellulose wadding) machine made, in rolls or sheets: E. Other: II. Not specified: Japanese paper (special long fibre paper) for the manufacture of artificial casings . . .	Total suspension until December 31, 1964.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 422 of February 21 issue.

FRANCE

Customs tariff modifications

THE FRENCH *Journal Officiel* of May 27 announced the following duty reductions effective until June 30, 1964:

Tariff No.	Description	Rate of Duty
01.02	Live animals of the bovine species including buffalo: A. Domestic species: II. Other than pure-bred for breeding purposes: a. Bulls: 1. Intended for slaughter (a)	8%
	b. Other: 1. Intended for slaughter (a)	8%
02.01	Meat and edilbe offals of the animals falling within heading Nos. 01.01, 01. 02, 01. 03 or 01.04, fresh, chilled or frozen: A. Meat: II. Of the bovine species: a. Of domestic animals	10%

1) Admission under this sub-heading is subject to conditions to be stipulated by the competent authorities.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

TURKEY

Global import quotas and liberalization lists

THE TURKISH AUTHORITIES have published the following amendments to the liberalization list, details of which were published in the *Board of Trade Journal* on January 31, 1964 (pages 230-234); and February 7, 1964 (pages 311-313).

Liberalization List – List II

Page No.	Tariff No.	Description
232	38.11	Only disinfecting, insecticidal and similar preparations for health. Add the following note: (Except the products packed in aerosol containers in the country of origin).
232	70.20	(a) Only glass wool. (b) Felt of glass fibre. Delete AID

AID Allocations – Liberalization List

Page No.	Tariff No.	Description
312	70.20	(a) Only glass wool. (b) Felt of glass fibre. Delete the item.
312	84.19	Packing Machines. Replace (1) by (2).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

LEBANON

Imports of some prepared baby foods

THE LEBANESE Ministry of Health has decided that the issue of licences for the import of milk prepared as babies' food shall be subject to the following conditions:

(1) The milk shall be in hermetically sealed vacuum metal containers.
(2) The date of the preparation of the milk shall be mentioned.
(3) The nett weight and the general brand of the milk shall be mentioned.
(4) The various ingredients of which the milk is composed shall be mentioned, together with their proportions if the milk is transformed.
(5) The name and address of the manufacturing firm shall be mentioned.
(6) The nett weight of the milk shall not exceed 500 grammes.
(7) The Lebanese importer shall print his name and address on the tin before placing it on sale.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Imports of canned foodstuffs

A NOTICE was published in the *Board of Trade Journal* on May 19, 1961, giving details of a decree issued by the Lebanese Ministry of Health

which required certain information to be shown on the labels of canned goods imported into Lebanon. The application of this decree has again been postponed and will not come into effect until June 30, 1964.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

IRAQ

Import licensing restrictions on woollen cloth for ladies' garments

INQUIRIES have shown that the 1964 import licensing regulations state that import licences for woollen cloth for ladies' garments must stipulate the maximum width as 130 cms. (52 ins.). This information was not published outside the Directorate General of Imports and Exports and emphasizes the necessity for not anticipating the issue of import licences for goods being exported to Iraq.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by June 21.

District of Lourenco Marques

Dahayabhai Bhana & Filhos, Tarmahomed Khanmahomed, Naga Savdas Madhuadiya, Yaga Chana, Keshavial Morarji, Shankerial Jhina, Ali Adam Umar, Muhammad Sualiman Bapuji, Harjivan Keshav, Ranchhodbhai Dayal, Kanji Valabh, Manga Nathu, Kana Asti, Alimahomed Kassam, Harishanker Jhinabhai, Haribhai Vani, Ismail Bhikha Seedat, Lukha Hari, Praful Shantilal, Kakoo Devkaram, Dayabhai Kishibhai Patel, Lalbhai Makan ou Lalbhai Makan, Dodybhai Gokaldas, Parshotam Nanji, Laxmidas Haridas, Choonilal Daya, Ranchoddas Valabhdas, Ramkuvar Vasanji, Chhagan Dahyabhai, Rama Bhana ou Rambhai Bhamabhai, Bhana Hira, Ranchordas Gokaldas ou Ranchodas Gokaldas, Shushila Prabhudas, Jivan Rugnath, Hira Bhaga, Damodar Kanji, Gulab Fakir, Kara Uka, Madhav Parbhu, Arjivan Bhima, Javer Dullabh ou Ishver Dullab, Chhotalal Ranchod, Dita Laia, Virgi Devkaran, Bhana Govinde, Prabhudas Morargi, Armazens de Tecidos Palmeiras Limitada, Kassan Isak, Bavar Bhaga, Fakir Issufo Hajat, Ismail Fakir Patel, Jamnabhai Gokaldas, Vimla Mohanlal, Santobhai Ravji, Govind Bhavan, Divali Bhavan, Magan Khushal, Ranchor Magan, Amaidas Magan, Jivan Dada, Muhamad Adam Fulat, Chhotubhai Ranchhodbhai, Parsot Makan, Naginlal Karsanbhai.

District of Gaza

Narsi Bhimji.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

NYASALAND

Duty payable by specified countries

THE CUSTOMS AND EXCISE (Fourth Schedule) (Part III) (Amendment) Notice, 1964, published as Nyasaland Government Notice No. 147 on April 6, provides that goods grown, produced or manufactured in Ghana, Nigeria, Sierra Leone, Kenya and Zanzibar shall be liable to duty at the rates appearing in Column D of the customs tariff on importation into Nyasaland. Imports from Kenya and Zanzibar are therefore accorded the same treatment as they received prior to the achievement of independence by these countries in December 1963.

Previously imports from Ghana, Nigeria and Sierra Leone were accorded Column C treatment.

NIGERIA

Import licensing regulation amendment

GOVERNMENT NOTICE No. 906 published in the Federal Republic of Nigeria *Official Gazette* of May 14, 1964, announces that **blankets** can no longer be imported into Nigeria under the provisions of Open General Import Licence (all Countries) No. 1 of 1964 published in the *Board of Trade Journal* of May 1, 1964 (page 985).

Persons holding valid import licences for 1964 issued before April 9, 1964, for the importation of permissible goods including blankets are warned that they can now not import blankets on those licences. Such persons may, however, be allowed to bring in blankets ordered by them on those licences and shipped *before* April 9, 1964, provided that they produce valid documents certifying that shipment actually took place before April 9, 1964.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R773, published in the Republic of South Africa *Government Gazette* of May 22, sets out the following amendments to the Republic's customs tariff with effect from that date. Britain pays the intermediate rate of duty unless otherwise stated.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
76	Cotton:			
	(6) Woven fabrics containing 50% or more, by weight, of cotton (excluding fabrics provided for in item 76 (8), canvas provided for in item 75 (1) and blanketing):			
	(a) the free-on-board price of which does not exceed 20 cents per yard:			
	By the substitution, for sub-paragraph (xx) of paragraph (6) (a), of the following sub-paragraph:			
	(xx) unprinted, having a permanent embossed finish:			
	(A) of a free-on-board price not exceeding 80 cents per lb. by weight of material	5%	10% or	15%
	per yard	Free	1½ whichever duty shall be the greater, and in addition	2½
		Free (Britain)	Free	35%
	(B) other	5%	10% or	15%
	per yard	Free (Britain)	1½ whichever duty shall be the greater	2½
	(b) the free-on-board price of which exceeds 20 cents per yard:			
	By the substitution, for sub-paragraph (xxi) of paragraph (6) (b), of the following sub-paragraph:			
	(xxi) unprinted having a permanent embossed finish:			
	(A) of a free-on-board price not exceeding 80 cents per lb. by weight of material	—	10%	50%
	(B) other	—	10%	—

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICE R774, published in the Republic of South Africa *Government Gazette* of May 22, amends the Second Schedule to the customs tariff as follows:

Item	Articles	Duty rebated as under
491	Industry for the manufacture of clothing other than shirts, collars, pyjamas, nightdresses, knitted apparel, waterproof clothing and clothing of real or imitation fur By the substitution, for sub-paragraph (iii) of paragraph (1) (a), of the following sub-paragraph: (iii) Printed fabrics for the manufacture of swimwear By the deletion of sub-paragraph (ix), (xvii) and (xviii) of paragraph (1) (a).	The whole duty.

Note:

The effect of the deletions of items 491 (1) (a) (ix), (xvii) and (xviii) is to withdraw the provisons for a rebate of duty on certain printed woven fabrics of cotton, man-made fibres or mixtures thereof.

(Continued on next page)

REPUBLIC OF SOUTH AFRICA, *continued*

Import control

DETAILS WERE GIVEN in the *Board of Trade Journal* of December 20, 1963 (pages 1390–93), of the South African import control regulations for 1964.

Government Notice R782, published in the Republic of South Africa *Government Gazette* of May 22, amends these regulations by the deletion of a number of goods from the restricted list of imports given in paragraph 5 of these regulations.

These goods, which are listed below, may now be imported under the authority of a suitable valid import permit, without the need for conversion to a specific import permit (in which the goods to be imported are specifically described) which entailed the surrender of R2 of the original import permit for every R1 of the specific permit required.

Description of Goods	Customs Tariff No.	Brussels Tariff Nomenclature
Biscuits (excluding dog biscuits), cakes, puddings, pastry and bread, including diabetic bread	Ex 3	Ex 19.07 Ex 19.08
Extracts and essences for food or flavouring, including concentrated soup	Ex 18	Ex 13.03 Ex 16.03 Ex 20.07 Ex 21.01 Ex 21.02 Ex 21.05
Gelatine (animal or vegetable)	Ex 23	Ex 13.03 Ex 35.03
Macaroni, spaghetti and vermicelli	Ex 29	Ex 19.03
Onions	Ex 34	Ex 07.01
Salt: table, rock, dairy and common	Ex 39	Ex 25.01
Carpeting in the piece	Ex 63(a)	Ex 58.01 58.02
Carpet felt, not coated or impregnated	Ex 63(c)	Ex 59.02
Shawls	Ex 66	Ex 60.05 Ex 61.06
Face cloths, scarves, hairbows and stoles	Ex 73(i)	Ex 39.07
Braces, suspenders and belts (not leather)		Ex 40.13 Ex 42.05
Embroidered or woven badges		Ex 58.10 Ex 59.01
Boot and shoe laces		Ex 59.03
Collars; neckwear		—
Chains, excluding transmission chains	Ex 95	Ex 73.29 Ex 74.13
Milk cans and milk buckets	Ex 101	Ex 73.23
Metal venetian blinds	Ex 113(ii)	Ex 73.40
Lifts, hydraulic or electrical, including the gates and metal doors	Ex 117	Ex 73.21 Ex 84.22
Hydraulic lifting jacks	Ex 117	Ex 73.21
Batteries and cells, lead-acid accumulator type; battery plates and separators	Ex 119(b)	Ex 85.04
Batteries, motor car	Ex 119(b)	Ex 85.04
Watermeters only	Ex 128(3)	Ex 79.04
Wire rope	Ex 156	Ex 73.25 Ex 74.10 Ex 76.12
Tooth powders, tooth paste and tooth washes	Ex 249	Ex 33.06
Harness and saddlery	Ex 252	Ex 42.01
Artificial flowers	Ex 309	Ex 67.02

Advice has also been received from Pretoria of a relaxation in the import control on motor cars.

It is understood that, with effect from July 1, import control will be lifted from any car model which is accepted as containing more than 45 per cent content of locally (South African) manufactured parts, provided that the manufacturer undertakes to increase the 'local content' to 55 per cent within 3½ years. If, at the end of this period, the required percentage has not been reached imports of the model will again be allowed only under quota.

Customs tariff application

TELEGRAPHIC ADVICE has been received of a South African Customs Tariff Application for an increase in the customs duty on all kinds and grades of rubber.

Interested British trade organizations are being informed, but firms not belonging to a trade organization, proposing to make independent representations should get in touch with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7208/64, for further details.

Customs tariff changes

AS A RESULT of a notice of motion tabled in the South African House of Assembly certain amendments to the customs tariff have been made with effect from May 18. The items affected and the new rates of duty are as follows:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
47	Vinegar and extracts and essences of vinegar containing not more than 10% by weight of acetic acid:			
	(a) Vinegar . . . per imp. gallon	—	20	—
	(b) Extracts and essences of vinegar manufactured by a process other than acetic fermentation . . per imp. gallon	—	25	—
50 (b)	Liqueurs, cordials and mixed potable spirits exceeding 3% of proof spirit per imp. gallon	—	385 or 25% whichever duty shall be the greater, and in addition	—
	per imp. proof gallon	—	419	—
57 (b)	Manufactured tobacco (but excluding cigarette tobacco)	—	60% with a minimum of	—
	per lb.	—	91½	—
129 (1)	Motor cars and motor vehicles commonly known as country sedans, estate cars, safari-vans and station wagons and similar dual purpose or general purpose motor vehicles: all excluding radio apparatus and rubber pneumatic tyre covers and tubes .	—	35% and in addition	—
	In respect of every full R.100 in excess of a free-on-board value of R.1,000 for every motor vehicle	—	2% and in addition	—
	In respect of every full 100 lb. in excess of a weight of 2,500 lb. for every motor vehicle Provided that the total duty in respect of any motor vehicle shall not exceed 100% *ad valorem*.	—	1%	—

MALAYSIA (THE STATES OF MALAYA)

Pioneer industries ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Cutlery and tableware	(i) Knives for household use, chrome-plated (ii) Forks, chrome-plated (iii) Spoons, chrome-plated (iv) Can and tin openers (v) Egg beaters
(B) Domestic electrical appliances	Electric ovenette
(C) Miscellaneous machinery	Weighing scales for household use
(D) Miscellaneous metal goods and metal finishing	(i) Domestic hollow-ware, chrome-plated (ii) Hanging devices, and parts for sliding gear-doors, windows, cupboards and travel goods (iii) Locking devices (iv) Stays (v) Door and window furniture and wall fixtures
(E) Miscellaneous stationers' goods manufacture	Lead pencils
(F) Paper products manufacture	(i) Fibreboard bags and briefcases (ii) Fibreboard office files
(G) Vegetable oil milling	Rubber seed oil

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in Malaya.

The closing date for representations to the Minister of Commerce and Industry will be published as soon as it is received.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

New rate of exchange

THE BOARD OF TRADE have been informed that, from midnight on May 2, the Korean rate of exchange was raised from Won 130 to 255 to the United States dollar. The official Won sterling exchange at present stands at Won 714. The new rate is to be applicable to transactions with the IMF. In addition there will be a fluctuating market rate, determined by free transactions in newly devised foreign exchange certificates, and a bank rate following the free market rate.

Import/export link system and foreign exchange certificates

The former foreign exchange purchase system, known as the import/export link system, is now abolished and replaced by dealings in the foreign exchange certificates. These, issued by the Bank of Korea, will be used for all foreign exchange transactions by residents and will be freely negotiable in the market within a period of 60 days. Thereafter they may be sold to the foreign exchange banks, otherwise becoming invalid.

Importation of raw materials for export (Public Bulletin No. 1228)

The Korean Ministry of Commerce and Industry has announced new regulations governing the importation of raw materials for exports (including raw materials for bonded processing) which will be handled by the Bank of Korea as from May 6.

All inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 461).

New plant for metal ceiling panels

For the first time in the United Kingdom, machinery has been installed at the Chattan Works, Bonnybridge, Stirlingshire, of Smith & Wellstood Ltd., that can cut and perforate panels from steel coil up to 40 inches wide. This new plant is being used in the manufacture of Bowater-Esse metal ceiling panels. The machinery has been supplied by E. W. Bliss (England) Ltd. and Press Equipment Ltd. to the specifications of Smith & Wellstood Ltd.

NEW ZEALAND

Amendment of customs duties

THE NEW ZEALAND Customs Department has announced changes in the rates of duty on certain goods. The following Schedule shows the revised classification of these items and the rates of duty now applicable.

Item No.	Tariff Item	British Preferential	Australian Agreement	Canadian Agreement	Most Favoured Nation	General Tariff
664.910.4	Multiple-walled insulating glass	Free	..	..	20%	40%
	Mortice locks and locking latches:					
698.110.1	Incorporating disc or pin tumbler cylinder mechanism excluding trim or cover plates and handles or knobs other than handles or knobs operating or incorporating the locking or lock latching mechanism	Free	..	..	20%	45%
	Non-military arms:					
894.310.2	Rifles, ·303 calibre and ·308 calibre	Free	..	..	20%	25%

The New Zealand Government has also issued lists of infants' clothing approved for entry at concessional rates of duty under the Tariff and of infants' clothing approved for entry under Item Code 84.02 of the 1964-5 Import Licensing Schedule. Copies of these lists can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

THE PATENT OFFICE LIBRARY

'It is presumably common knowledge that we in London possess in the Patent Office Library one of the finest technical and scientific libraries in the world.' (*British Journal of Photography*, May 7, 1954).

And the news is still spreading. Visits to this national public reference library have increased from 80,000 *in* 1960 *to nearly* 120,000 *in* 1963. *Are your technical and scientific staff aware that they can come without formality between* 10 *a.m. and* 9 *p.m., Mondays to Fridays* (10 *a.m. to* 1 *p.m. Saturdays) and have free and immediate personal access to* 10 *miles of shelves? There they will find* 9,000 *current periodicals and* 100,000 *textbooks, in addition to the world-wide collection of patent specifications. They may also find useful the while-you-wait photocopy service at* 9*d. a page; the postal service has been speeded up, too. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2.

AUSTRALIA

Dumping duty on aluminium foil

ALUMINIUM FOIL imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 12165/62.

(*Continued on next page*)

British Trade Commission appointments

THE BOARD OF TRADE announce that Mr. M. E. Browne, formerly the British Trade Commissioner at Adelaide, Australia, has been appointed as the Principal British Trade Commissioner and Economic Adviser to the High Commissioner in Kingston, Jamaica. He is to take up his appointment in July. Mr. Browne succeeds Mr. J. N. McKelvie, who was recently appointed Principal British Trade Commissioner at Calcutta.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in Customs Duties by the Australian Customs Tariff Proposals which came into effect on May 21, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
168	Machinery: (B) Sewing machines, treadle or hand, of the type ordinarily used in the household: (2) Machine heads, whether imported separately or forming part of the complete machine, including accessories except wrenches and oil cans . . *ad val.*	Free	12½%	12½%	Free	7½%	7½%
280	Drugs and chemicals: *New paragraph:* (*W*) *Fluorinated derivatives and chlorofluorinated derivatives of hydrocarbons and mixtures thereof* . . . . . *ad val.*	Free	7½% (Under former item 281 (L) (1))	7½%	10%	20%	25%
[424	Ships, boats and other floating structures, viz.: (A) Fire floats; light vessels; dredgers of all kinds; floating cranes and other vessels the navigability of which is subsidiary to their main function; floating docks: (1) Marine dredgers: (a) Exceeding 500 tons gross register . . . . . *ad val.*	22½%	47½%	47½%	30% (Under new item 424 (A) (2))	42½%	50%
	ad val.				Free (Under new item 424 (F))	12½%	12½%
	(b) Other . . . . . *ad val.*	27½%	57½%	57½%	30% (Under new item 424 (A) (2))	42½%	50%
	ad val.				Free (Under new item 424 (E))	7½%	7½%
	ad val.				30% (Under new item 424 (D))	40%	50%
	(2) Mining and similar dredgers, other than marine dredgers: (a) Exceeding 500 tons gross register . . . . . *ad val.*	17½%	37½%	37½%	30% (Under new item 424 (C))	40%	50%
	(b) Other . . . . . *ad val.*	22½%	47½%	47½%			
	(3) Other: (a) Exceeding 500 tons gross register . . . . . *ad val.*	Free	12½%	12½%	30% (Under new item 424 (A) (2))	42½%	50%
	ad val.				Free (Under new item 424 (F))	12½%	12½%
	(b) Other . . . . . *ad val.*	32½%	55%	55%	Free (Under new item 424 (E))	7½%	7½%
	ad val.				30% (Under new items 424 (D) and (G))	40%	50%
	ad val.				30% (Under new item 424 (A) (2))	42½%	50%
	(B) Vessels, other: (1) Yachts, the property of tourists visiting Australia, as prescribed by Departmental By-laws	Free	Free	Free	No change (Under new Item 424 (A) (1))		
	(2) Whaling, trawling, and other fishing vessels, provided suitably equivalent vessels the manufacture of Australia are not reasonably available, as prescribed by Departmental By-laws	Free	Free	Free	No change (Under new item 424 (B))		
	(3) Sailing yachts, with or without auxiliary power; launches; boats, i.e., rowing boats, dinghies, pedal-operated craft, and the like . . . . . *ad val.*	22½%	47½%	47½%	30% (Under new item 424 (G))	40%	50%
	(4) Other: (a) Exceeding 500 tons gross register . . . . . *ad val.*	Free	12½%	12½%	30% (Under new item 424 (A) (2))	42½%	50%
	ad val.				Free (Under new item 424 (F))	12½%	12½%
	(b) Other] . . . . . *ad val.*	32½%	55%	55%	Free (Under new item 424 (E))	7½%	7½%
	ad val.				30% (Under new items 424 (D) and (G))	40%	50%
	ad val.				30% (Under new item 424 (A) (2))	42½%	50%
424	*Ships, boats and other vessels, including light vessels, fire floats, dredgers of all kinds, floating cranes and other vessels the navigability of which is subsidiary to their main function; floating docks:* (*A*) *For temporary operation in Australian waters:* (1) *Being the property of tourists visiting Australia, as prescribed by Departmental By-laws*	No change (Under former item 424 (B) (1))			Free	Free	Free
	(2) *Other* . . . . . *ad val.*	Various (Under former items 424 (A) (1) (a) and (b), 424 (A) (3) (a) and (b), 424 (B) (4) (a) and (b))			30%	42½%	50%
	(*B*) *Whaling, trawling, and other fishing vessels, provided suitably equivalent vessels the manufacture of Australia are not reasonably available, as prescribed by Departmental By-laws*	No change (Under former item 424 (B) (2))			Free	Free	Free
	(*C*) *Mining dredgers* . . . . . *ad val.*	17½%	37½%	37½%	30%	40%	50%
	ad val.	22½% (Under former item 424 (A) (2) (b))	47½%	47½%			
	(*D*) *Exceeding 100 tons gross register but not exceeding 200 tons gross register, not covered by sub-item (A) or (C)* . . . . . *ad val.*	27½%	57½%	57½%	30%	40%	50%
	ad val.	32½% (Under former items 424 (A) (3) (b) and 424 (B) (4) (b))	55%	55%			
	(*E*) *Exceeding 200 tons gross register but not exceeding 500 tons gross register, not covered by sub-item (A) or (C)* . . . . . *ad val.*	27½%	57½%	57½%	Free	7½%	7½%
	ad val.	32½% (Under former items 424 (A) (3) (b) and 424 (B) (4) (b))	55%	55%			
	(*F*) *Exceeding 500 tons gross register, not covered by sub-item (A) or (C)* . . *ad val.*	22½% (Under former item 424 (A) (1) (a))	47½%	47½%	Free	12½%	12½%
	ad val.	Free (Under former items 424 (A) (3) (a) and 424 (B) (4) (a))	12½%	12½%			
	(*G*) *Other* . . . . . *ad val.*	22½% (Under former item 424 (B) (3))	47½%	47½%	30%	40%	50%
		32½% (Under former items 424 (A) (3) (b) and 424 (B) (4) (b))	55%	55%			

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Mark M. Cansick, M.S.M.A.

EXPORT?

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
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By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
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Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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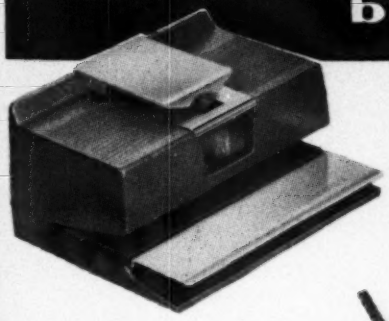

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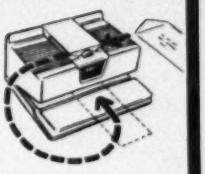

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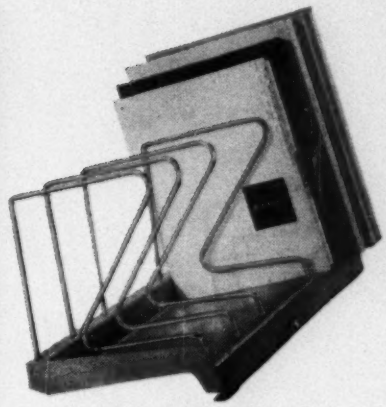

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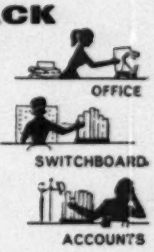

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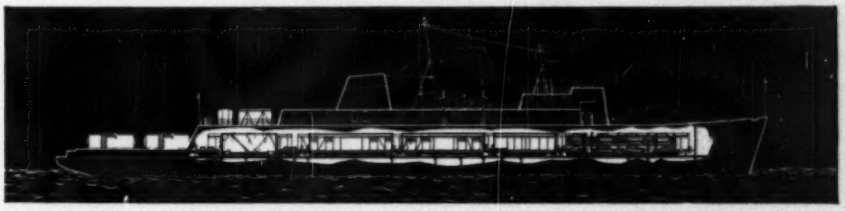

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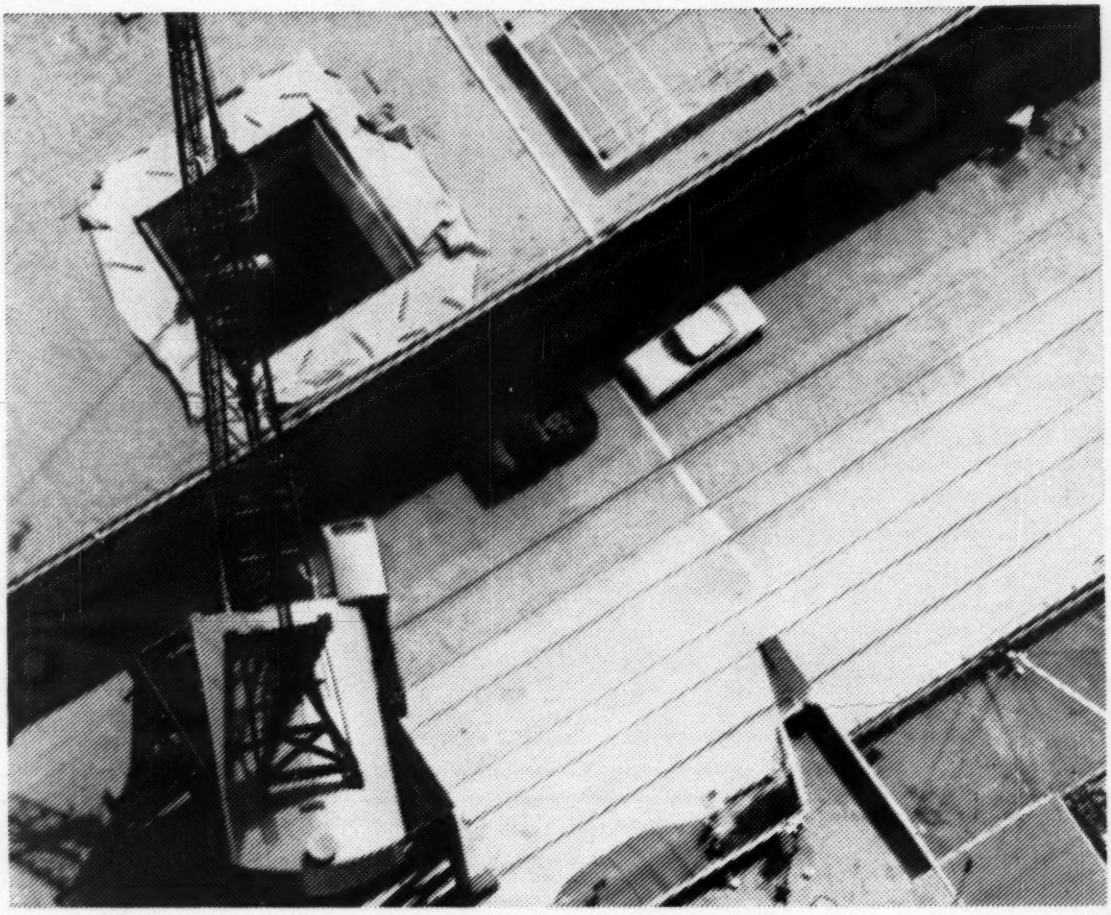

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